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Southern Pacific Bulletin

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April
1920

"Blossom Time in Arcady"

Blossom Time

By R. F. Wilson



ONE of California's great out-of-door treats is a trip through any of the orchard regions around the Bay of San Francisco during "Blossom Time"—the end of March and beginning of April. The visitor to San Francisco or Oakland during this period should devote a day to seeing at least one of these mountain-rimmed fruit valleys of California, nestling among their rounded oak-clad foothills.

The beautiful Santa Clara Valley—Queen of California's Blossomland—lies directly south of San Francisco, its northern gateway being at Palo Alto, thirty miles distant. It is fifty miles in length and from five to twenty miles in width, its level floor inlaid with a thousand tinted squares and rectangular orchards, dotted with country homes and interlaced with hundreds of miles of auto roads, electric lines and railway.

It is a veritable Eden, a gorgeous garden of fruit and flowers, walled in on the east by the Mount Hamilton Range, on the south by the Santa Cruz Mountains, on the west by the Coast Range. This "garden wall" is two to three thousand feet high, and "over the garden wall" is all California—a natural setting for this wonderful valley—one of the Thousand Wonders on Southern Pacific Lines.

In early spring you can here behold over one hundred square miles of trees in snow-white blossoms—prune, plum, cherry, olive, almond, with a dash of pink and red for the peach and apricot.

Over eight million trees, with billions of blossoms! Santa Clara Valley's Great White Milky Way, twinkling in the California sunlight like a myriad heavenly constellations, with honey bees buzzing in the perfumed air. Have you ever seen such a sight?

You may hear the Song of Spring all over the world, but nowhere on earth can you duplicate the Santa Clara Valley in blossom time. You cannot match this wealth of brilliant blossoms even in Japan, and Japan's cherry-blossom trees are barren, while California's trees bring forth luscious fruit.

In late March and early April the Santa Clara Valley is a dazzling billowy sea of foaming white-caps, rolling toward us from the far-away horizon. From June to November this ocean of bloom is formed into a tempting basket of assorted fruits. The valley then puts on a regal mantle, purple with prunes and plums, bright yellow with the colorful peach and apricot, giving it full right to the happy title, "The Field of the Cloth of Gold."

The Bulletin

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VOL. IX.

SAN FRANCISCO, APRIL, 1920

No. 4.

PORTLAND DIVISION WELCOMED TO FAMILY FOLD

Review of Conditions Confronting Our Lines in Oregon and Summary of Changes in Personnel Following Two Years' Absence From Parent Organization

Portland Division returned March 1, bearing laurels won in safety work and confident that the parent organization and sister divisions will stamp approved upon its record of performance during its partial estrangement from the family during Federal control.

The awaited event of home-coming transpired with little, if any, confusion, and the perfected Southern Pacific machine, with all units again intact, continued to function smoothly, the well-balanced departments responding correctly to dictates of the mind controlling the throttle.

With the return of the railroads to private control the general offices of the Southern Pacific lines at Portland have all been re-established in the Yeon building. On the seventh floor are located the General Freight Department, Claims Department, Purchasing Department and Telephone and Telegraph Department. On the eighth floor are the General Passenger Department, Legal Department and Tax and Right-of-Way Department.

The two years' absence has marked several changes in personnel, the more important in the Transportation Department being:

A. T. Mercier, superintendent, vice F. L. Burckhalter, promoted to assistant general manager, San Francisco, Mr. Mercier being promoted from assistant superintendent, Shasta Division.

D. M. McLauchlan, master mechanic, vice C. E. Peck, to superintendent motive power, O-W. R. R. & N. Company.

George Hammond, assistant master mechanic, vice D. M. McLauchlan, promoted.

J. L. May has resumed his duties as trainmaster following over-seas service as colonel with the old Third Oregon, which, subsequently, became the 162nd Regiment.

A. L. Downs has returned to position of general yardmaster, Brooklyn, having acted as trainmaster during absence of Mr. May, then on detached

The Bulletin invited Superintendent A. T. Mercier, General Freight Agent H. A. Hinshaw and General Passenger Agent John M. Scott to furnish an article for this number acquainting our readers with the changes in personnel and conditions that had transpired on the Portland Division during its two-year absence from the family fold. This is in keeping with our endeavor to make The Bulletin informative and helpful.

duty as inspector of transportation under district director of operation. S. W. Fryer, general foreman, Brooklyn shops, vice George Hammond, promoted Mr. Fryer was promoted from foreman, Brooklyn shops.

J. M. Specht, purchasing agent, promoted from general foreman, Brooklyn shops.

Reorganization of the traffic department forces has been completed under direction of Mr. H. A. Hinshaw, general freight agent, and Mr. J. M. Scott, general passenger agent.

Mr. W. F. Miller retains his position as assistant general freight agent, Portland.

J. A. Ormandy, formerly chief clerk to General Passenger Agent J. M. Scott, has been promoted to position of assistant general passenger agent.

W. M. Gray, who, during Federal control, was on detached duty with the Portland District Freight Committee, has returned to his former position as chief clerk in the general freight department.

A. M. Levy, who was acting chief clerk during Mr. Gray's absence, has accepted position as chief clerk with Mr. Hallmark, general freight agent, Los Angeles.

A. G. Reschke will be solicitation clerk in general freight office, Portland.

H. D. Olsen, who has been agent at Dallas, Ore., for a portion of the

period of Federal control, has returned to his former position as traveling freight agent, Portland.

J. C. Roise, formerly city freight solicitor, Portland; C. A. Smith, formerly secretary to General Freight Agent Hinshaw, and L. B. Murdock, who has been assistant cashier at Portland Park street freight station, will be freight agents, Traffic Department, Portland.

A district freight and passenger office has been opened in Seattle, located in Hinesley building. Mr. C. M. Andrews, who was district freight agent at Portland during Federal control, has been assigned to position as district freight and passenger agent, Seattle, which position he formerly occupied. J. K. Choate, Jr., traveling tariff inspector, has accepted position as chief clerk in Seattle office. City and traveling representatives at Seattle are as follows: Carl Taylor, formerly traveling freight and passenger agent, Eugene, and A. A. Rockwell, employed in general freight office, Portland, have been appointed traveling agents; C. M. Biggs, formerly connected with Seattle office, has returned to his former position as freight agent, Traffic Department, Seattle, and William Sutherland, secretary to General Passenger Agent Scott, has been promoted to position of passenger agent, Traffic Department, Seattle.

Both Mr. Taylor and Mr. Sutherland saw service overseas and have only recently returned. Mr. Taylor was in France with Signal Corps, Company D, 405th Telegraph Battalion. Mr. Sutherland was with the 65th Artillery.

A district office has also been opened at Eugene, Ore. H. D. Morse, who, under Federal control, was traveling freight and passenger agent, Salem, Ore., is now district freight and passenger agent, Eugene. Previous to Federal control Mr. Morse was acting district freight and passenger agent for the Southern Pacific lines at Buffalo, N. Y. F. G. Lewis of the general passenger office, Portland, is promoted to position of traveling

agent, Eugene, and L. R. Sackett, who has been employed in East Portland local freight station, has been promoted to chief clerk of Eugene office.

Traffic Achievements.
During the year 1919 the Portland Division originated one hundred seven thousand five hundred thirty-three (107,533) loads, which consisted of 2,854,979 tons. The average loading per car was 26.3 tons. The earnings on this traffic for the lines in Oregon were \$10,038,349, which is approximately 40 per cent increase in revenue as compared with 1917.

The principal commodities handled were as follows:

	Cars.
Lumber products	52,125
Merchandise	21,886
Canned goods	14,120
Cement	1,078
Hay	1,457
Wheat	1,289
Flour and feed	2,447
Paper	2,482
Potatoes	1,030
Livestock	2,013
Sand and gravel	4,058
Wood	6,451
Apples and pears	1,960

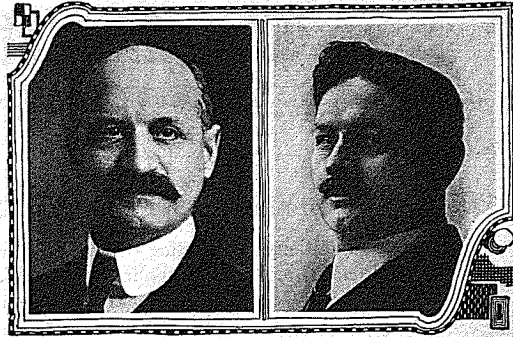
The interchange of loads with connecting lines for 1919 shows an increase of 38,575 cars as compared with previous year, or over 100 per cent increase. This traffic was formerly handled largely by water carriers and was moved this year by rail with very little delay and showing the very good consideration of the increased local business as well as the fact that there has been practically no increase in equipment or facilities.

It is estimated that during the past year there have been about twenty-five new sawmills constructed on lines in Oregon which have been operating continuously, and with this addition the mills are not able to supply the demand for lumber.

To take care of the demands for Oregon canned vegetables, fruits, fruit juices, etc., there have been constructed during the past year six new canning plants; also four of the new established canneries have increased their capacities approximately 100 per cent. This was necessary in order to take care of the increased acreage of logan berries, vegetables, apples, pears, peaches, etc. It is estimated that the logan berry acreage increased during the past year 60 per cent, and apple, pear and prune acreage increased approximately 25 per cent, and there will be additional acreage of new orchards come into bearing this year.

There have been constructed three new prune packing and processing plants to take care of the increased acreage of prune orchards coming into bearing.

The manufacture of logan berry and apple juices is becoming an important factor and 50 per cent of the canneries are making the production of these juices a special feature. The command for these commodities is very heavy in the East and South. The fruit juice industry is only in its infancy and there is no question but



John M. Scott (at left) general passenger agent, and H. A. Hinshaw, general freight agent, traffic chiefs of the Southern Pacific's Portland territory.

what it will take a prominent position among the important industries in Oregon.

During the last year thirty-one bridges have been filled which entailed the excavation and transportation of 550,000 yards of material. Two hundred thousand yards of gravel and decomposed granite were also excavated and used in reinforcement of track at various points.

Twenty-five miles of new block signals were installed, including district Oswego-Cook where train movements average about twenty-eight daily.

All the light rail was changed out on the Yaquina branch and on heavy curves of the Tillamook branch, enabling improved train performance and increasing the factor of safety in operation.

New passenger station at Salem was completed shortly following Federal control, and a new station Marshfield was recently completed.

Present Problems.

The problem now confronting the Transportation Department is that of moving the heavily increased traffic daily becoming greater with renewal of solicitation, with return of Sunset, Gulf and Ogden routings. However, aside from shortage of power and equipment, the work is progressing satisfactorily. An important factor in this is the return to duty of some 200 employees following their absence in various war activities, thus strengthening the organization with their skill and experience.

Adoption of the eight-hour day has increased the force in many lines, necessitating injection of many unskilled or inexperienced men into the service. This has, of course, thrown greater and more exacting responsibility upon older and more experienced employees and supervisory officers from standpoint of efficiency in handling of the work as well as in maintaining the Southern Pacific standard of personal

safety to the employee and patron. In station service particularly the unskilled or inexperienced employee presents a complication, but officers continue optimistic in the knowledge that these new men are striving loyally to master the intricacies of their respective tasks in which they have the earnest co-operation of the experienced employees and the helpful, constructive criticism of their superiors who are patiently awaiting ultimate results.

Oregon's Attractions.

The return to private control finds the Oregon country in a very prosperous condition.

The Southern Pacific has more than 1200 miles of line in Western Oregon. This State is first a lumber country, second a fruit, agricultural, dairying, fishing, livestock and poultry raising country. It is a section producing a vast amount of raw materials. These commodities are all in great demand at high prices.

Production is followed by unusual activity in passenger travel—commercial and tourist. The first because of pressure of business and the demand for labor at attractive wages; the second the result of general prosperity.

Oregon is essentially an out-of-doors country. The natural tendency of the western people to seek out-of-door recreation has been greatly enhanced by the recent experience in life in the open by several millions of our young men during the late war.

The sea shore, lakes, rivers, streams and trackless forests of Oregon are peculiarly attractive for outings in the open. Last season thousands sought the seclusion of these favored places in Western Oregon. The coming season's increased multitudes will seek rest, recreation, and renewal of spirit in this beautiful world of out-of-doors.

The Tillamook Line (Portland to Tillamook) is one of the most picturesque.

(Continued on Page 2)

THE BUSINESS OF SELLING FREIGHT TRANSPORTATION

With Equality of Rates, Competition Becomes a Matter of Service to The Public, and in This The Southern Pacific Aims to Excel

By G. W. LUCE, Freight Traffic Manager



G. W. LUCE

Few people outside of railroad circles have had an opportunity of forming an intimate acquaintance with the intricate structure comprising the Freight Traffic Department. A little light on the subject will be helpful to all.

The Traffic Department is to a railroad what a sales department is to a commercial business institution.

At the inception of any business enterprise, the primary motive is to place something before the public for sale, and at a price commensurate to the quality of goods to be offered. Before a business is launched, consideration must be given to several matters:

1. The probable amount of business this is the determining factor in arriving at the size of the plant or store and the amount of capital to be invested.
2. Standard of quality.
3. Prices fixed so as to permit goods being marketed in competition with similar goods.
4. Service to the public—the foundation upon which every successful business institution must be built. Quality of goods and prices may be right, but without adequate service, patronage of the public cannot be secured.

The foregoing points directly concern the sales department of any business institution and, therefore, will serve as a brief introduction to the department of the railroad charged with selling its product (transportation)—The Traffic Department.

When a new line is contemplated or an extension to an existing line, addition facilities, or improvements of existing facilities—the Traffic Department is called upon to survey the situation and estimate the amount of business in the immediate foreground as well as that which will come with future development. This entails a very minute investigation of the resources and productivity of the community involved, and the recommendation of the Traffic Department is the factor upon which depends the approval or disapproval of expenditures covering construction of new lines, extensions, improvements, etc.

Adequate means for handling traffic offered must be provided, and the Traffic Department must keep closely in touch with shippers to see that facilities, equipment and service are

very keen competition between rail carriers in service rendered to the public on all matters.

Service is the foundation upon which the business of the company must be built—not merely service which will "get by," but service which will satisfy the most exacting demands of the public, and, with a view to rendering such service, the Southern Pacific Company has established Service Bureaus at important business centers on the system as well as in many of the large cities not directly served by its rails. These Service Bureaus are placed in charge of highly trained traffic representatives, known variously as (depending upon the size and importance of their location) General Freight Agents, Assistant General Freight Agents, Division Freight Agents, General Agents and Commercial Agents, and in the larger cities or territories they are reinforced with City Freight Agents and Traveling Freight Agents.

These representatives are called upon to render service of every conceivable nature—applications for rates, reductions in rates, complaints regarding handling of loss and damage and overcharge claims, changes in train schedules, additions to or improvements in facilities, extension of lines, complaints of improper attention or neglect (real or imaginary) at the hands of other departments; in fact, like the country physician making his circuit, who must have in his kit a remedy for all ills of man or beast, so the Traffic Department representative must be prepared to handle all complaints or other matters brought before him of whatsoever nature, and must make it his personal business to see that a proper remedy is administered, otherwise the "patient" will be lost and his business given to a competitor.

Minute Study Required.

Rates must be made under which the traffic can move and yield a fair return upon the investment, and the question of proper and adequate rates is one of the chief functions devolving upon the Traffic Department. It requires a minute study of general conditions—value and quantity of the traffic to be moved, extent of service required, rates on similar goods in other sections of the country, and many other details. In addition to the making of rates, rules must be prescribed for their application and for the handling of the traffic; divisions must be arranged with connecting carriers and other interested carriers when traffic moves beyond the line of the originating road.

In the matter of rates (prices for transportation) a railroad differs from other lines of business in that there is no rate competition—no price cutting. When transportation is furnished by two or more carriers between the same points, rates via all lines are the same. Thus there is no competition so far as the rates charged for transportation of goods are concerned. There is, however,

Service Our Watch Word.

In conclusion, as regards service, will say:

To Shippers and the Public in General: The Traffic Department is your "family physician" in transportation matters, and is prepared to treat with all ailments affecting your relations with the railroad.

To Railroad Officers and Employees in all Departments: Your co-operation

is absolutely essential to the Traffic Department in rendering high class service to the public.

To Traffic Department Representatives and Employees: Let Service be your watchword in every transaction. Only through prompt, efficient and intelligent handling of all matters and courteous treatment of all you serve, can the company, or you individually, hope for success. Let us build up and strengthen our service organization; It Must Be Second to None.

FURTHER CHANGES IN SOUTHERN PACIFIC PERSONNEL.

Guy V. Shoup, formerly general solicitor for the United States Railroad Administration, has been named general attorney for the Southern Pacific Company by Vice-President and Chief Counsel William F. Herrin. No other changes are announced for the Law Department.

Circular No. 2, issued by Assistant General Manager L. W. Eckhalter and Assistant General Manager T. H. Williams, reappoints all division superintendents and C. F. Heath superintendent of steamers.

S. M. Estabrook, manager of dining cars, hotel and restaurants, announces that R. G. Smith, formerly agent at Ogden, has been transferred to a similar office at Portland, Ore. E. H. Lousner has been named commissary at Ogden. P. G. Erb has been named commissary at West Oakland.

F. L. Burchhalter, assistant general manager, announces the appointment of J. J. Sullivan as district supervisor of transportation, Northern District, with headquarters at San Francisco, vice Mr. P. S. Cunningham, assigned to other duties. H. C. Hughes has been reappointed for the Southern District by Assistant General Manager T. H. Williams.

Assistant Treasurer W. F. Ingram has announced the following appointments: J. E. Fraser, cashier; G. S. Evans, assistant cashier; E. A. Van Wynen, paymaster.

Among other changes in the general offices, Frank Mulks has been named office manager for the executive department, and M. E. Maurer, chief clerk.

In the operation department, A. J. Hancock is now office manager and chief clerk; E. H. Noffinger is assistant chief clerk in charge of transportation, etc., and W. E. Teague, assistant chief clerk in charge of maintenance of ways, etc.

W. J. Smith, former secretary to W. R. Scott, is now secretary to the general manager and also statistician. E. L. McKinlay, former chief clerk to the federal manager, has left the service to enter business in New York.

LOYALTY UNSHAKEN.

Waiter (in Germany)—Wasser?
American Girl (hustled)—No, Wellesley—The Bun.

OUR OUTSIDE TRAFFIC FORCE

Men on Whom Southern Pacific Relies to Cultivate Friendships with Public and Sell Service

Our outside traffic force along Southern Pacific Lines, whose duties and opportunities are outlined by the freight and passenger traffic managers in this number of The Bulletin include the following:

At Los Angeles.

General freight agent, H. C. Hallmark; assistant general freight agent, George J. Blech; industrial agent, C. R. Smurman; freight traffic department, A. L. Morgan, B. J. Cross, I. H. Sproule, G. I. Wallace, C. P. Peters. General passenger agent, Felix S. McGinnis; assistant general passenger agent, Fred A. Watson; chief clerk, Chas. H. White.

District passenger agent, Henry P. Monahan; passenger agents, Lawson Overman, Arthur J. Rehwood, Chas. A. Pestor, Carl L. Sundberg, Harry E. Pierson.

At Portland, Ore.

General freight agent, H. A. Hinshaw; assistant general freight agent, W. F. Miller; traveling agent, H. D. Olsen; freight agents, L. B. Murdock, J. C. Koise, C. A. Smith; Chief Clerk, William Gray. General passenger agent, John M. Scott; assistant general passenger agent, James O. Ormandy; passenger agent, Emmett J. Hendry; traveling agent, Willis H. Jenkins.

At Reno, Nev.

Assistant general freight and passenger agent, J. M. Fulton; livestock agent, T. Bergerson; traveling agents, H. E. Strassburger, R. M. Severson, E. B. Stinson.

At Tucson, Ariz.

Assistant general freight and passenger agent, E. J. Fenchurch; traveling agents, E. Taylor, Harry Turner, M. D. Darnell.

At San Francisco.

Foreign freight agent, H. W. Klein; freight agent, M. S. McKenna; chief clerk, P. P. Dougherty. District freight agent, B. D. Meyers; freight agents, R. E. Kermoder, R. E. De Olive, R. S. Fisher, A. W. Goers, J. E. Morton, H. D. Lauck, C. H. Wolf; chief clerk, P. R. Mott.

District passenger agent, P. K. Gordon; passenger agents, T. Louis Chess, Fred S. Pither, P. J. Kelly, John J. Mitchell, L. K. March; special passenger agent, Jos. B. Lauck; traveling passenger agent, L. F. Rossier.

At Sacramento.

District freight and passenger agent, C. H. Spear; traveling agents, L. L. Kelly, H. B. Ish; traveling passenger agent, J. J. Coyle; freight agent, J. E. Farrell; chief clerk, H. W. Wenzell.

At San Jose.

District freight and passenger agent, E. Shillingsburg; city ticket agent, A. C. Fridley, L. G. Rowland.

At Oakland.

District freight and passenger agent, L. Richardson; freight agents, E. H. Sked, C. F. Steele; passenger agent, L. F. Hudson; traveling agent, K. B. Houston; traveling freight agent, F. G. Ruttrauff; traveling passenger agent, C. F. Corrigan; chief clerk, freight, L. R. Hyatt; passenger, H. R. Greenrose.

At Fresno.

District freight and passenger agent, C. H. Jasper; traveling agents, C. E. Fleming, W. A. Holmes, V. I. Underwood, B. F. Wrinkle; traveling passenger agent, C. B. Stinchcomb; chief clerk, J. D. Kippy.

At San Diego.

District freight and passenger agent, A. D. Hagaman; traveling freight agent, F. K. Hawkins; traveling passenger agent, C. H. Harned; city ticket agent, J. H. Hammond.

At Stockton.

District freight and passenger agent, S. C. Beane; traveling agent, B. I. Olmsted.

At Santa Barbara.

District freight and passenger agent, R. J. Smith; traveling agent, T. E. Free.

At Riverside.

District freight and passenger agent, J. R. Downs; traveling agent, W. H. Knight.

At Santa Ana.

District freight and passenger agent, L. E. Valla; freight and passenger agent, F. A. Long.

At El Centro.

District freight and passenger agent, I. T. Sparks.

At Salt Lake City, Utah.

District freight and passenger agent, J. E. Light; traveling agents, D. R. Owen, W. G. Wilson.

At Seattle, Wash.

District freight and passenger agent, C. M. Andrews; traveling agent, Lester A. Brockwell; freight agent, Chester N. Biggs; passenger agent, William Sutherland; traveling agent, Karl Taylor.

At Phoenix, Ariz.

District freight and passenger agent, P. Bancroft; traveling agents, E. Taylor, George Gann.

At Eugene, Ore.

District freight and passenger agent, Henry D. Morse.

At Pasadena.

District freight and passenger agent, Wetherby.

At Long Beach.

Freight and passenger agent, C. W. Runge.

This roster does not include the offline representatives whose names were given in the March issue, nor the general freight and passenger force at 65 Market Street.

DUTIES OF THE OUTSIDE PASSENGER TRAFFIC FORCE

The Business-getters of the Railroad, Co-operating With Other Branches of the Service, Relied on to Secure and Hold Public Patronage.

By CHARLES S. FEE, Passenger Traffic Manager

The obvious purpose of a railroad is to develop the country through which it has been constructed, to provide transportation for settlers, their goods and implements; to encourage colonization, the building of towns and cities, as well as the establishment of industries, and the exploitation of the natural resources along the lines. It follows that the relations between the public and the representatives of the railroad should be of the closest and friendliest. From the start, the inter-dependence of the railroad and the communities was manifest. As the country developed, the construction of competing railroads followed, acting as a spur both to business activities and transportation service, and within recent years the advent of the paved highway and the auto-stage have tightened the competitive tension, until today as never before, service—and the best service that can be given—is the magnet which attracts travelers to a railroad.

To provide this, a hearty co-operation between the operating and passenger departments—a determination by mutual effort to obtain the best results—is of greatest importance. Thus equipped, with teamwork as the key note, successful railroad operation and management become a simple school problem in proportion, viz.: as the service is to shippers and passengers so will the revenue earned be to the good will and business of the shipping and traveling public.

But by service is not meant alone efficiency in train operation and a high standard of station and passenger facilities, essential though they be; it means also the exercise and practice of a faculty which should be fostered and promoted by each agent and representative of the company—that unknown quantity within us that becomes a tremendous power when properly developed—cordiality, politeness and the true human quality of being friendly. It is the talisman of salesmanship, and the traffic representative whose business it is to sell railroad transportation to the public cannot have a more valuable acquisition in his make-up; it is a factor which will count immeasurably in his personality, will aid him in all his business dealings and be reflected on the credit side of the auditors' ledgers.

The outside passenger traffic organization—the field force—of a railroad, is planned to cover thoroughly the country traversed by and contiguous



CHARLES S. FEE

to its lines. Territories are mapped out and a District Freight and Passenger Agent, or a General Agent, with headquarters at the commercial center of each district, is appointed, and held responsible by his General Freight Agent, General Passenger Agent and Superintendent for conditions and results relating to freight traffic and passenger train, station and travel facilities within their prescribed boundaries.

These men are trained and tried, and their duties are manifold. In addition to handling and supervising the work at all traffic matters in their territory, which include city and station freight and ticket offices, regular and frequent trips over their districts are required. They are the men on the spot. They directly represent the railroad company on all traffic matters in their relation to the public—ranchers, livestock men, fruitgrowers, farmers, merchants and managers of enterprises, as well as passenger travel. Their acquaintance with the business men in the various communities in their territory must be of the widest, keeping in touch with chambers of commerce, new industrial opportunities, land development, colonization and irrigation projects and all that goes toward the growth of the communities, each dependent upon adequate railroad transportation. Passenger train service and

facilities are most important features in their work, being of a more personal nature as affecting the comfort and conveniences of the traveling public. The activities of competitors also must be closely watched and steps taken to counter them. On each of these matters it is the duty of the District or General Agent to be informed, reporting fully upon them to their general officers, with their recommendations.

Of much aid and included in the District or General Agent's office force are traveling passenger agents, who are appointed from general or outside office positions, and are selected for qualifications which indicate adaptability for the solicitation of business, the personal equation—affability and disposition—entering largely into the choice. They are required to make weekly trips over their territories, reporting to their District or General Agents. They are the men depended upon to bring the passengers to the ticket windows.

They must be thoroughly posted on railroad and Pullman fares, routes of travel both local and to and from points beyond their company's lines, and should be familiar with the scenic attractions along the road as well as the tourist resorts reached by it. They will frequently be required to make itineraries of trips for prospective passengers, and arrange for sleeping car reservations and other details connected with individual and party travel.

It is the duty of the traveling passenger agents to keep in communication with the ticket agents at their various stations, in order to be posted on new or prospective land development and travel business. It is also their duty to inspect the station bulletin boards upon which appear the Company's advertising posters and notices, removing anything which is out of date or reporting absence of any poster which should appear. Opportunity to serve the Company on these business trips is never lacking, and by watchfulness and the application of their experience to conditions which may arise, suggestions will present themselves resulting in recommendations for improvements which will tend to increase efficiency and result in betterment of the service. In doing this they are bettering their stock in trade, for they are out to sell transportation service, in a day when above everything else service counts.

"HOUSE OF A THOUSAND CURVES" SAFEST SPOT ON EARTH.

By W. L. MASON
(Staff Operator at Gunter)

Did you ever hear of the "House of a Thousand Curves"? It is forty miles long, built on a railroad track and the safest place for a traveler in the world.

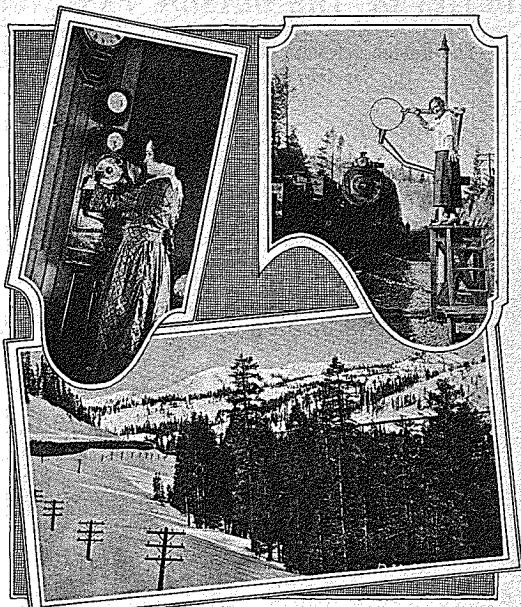
Whenever I hear people raving over the beauties of the Southern Pacific's route over the Sierras, past the blue lakes, the snowy mountain tops, the miniature Switzerland of crags and glacial formations, I always say to them: "Have you ever given a thought to the wonderful system which makes it possible to send trains over a single track and around short curves without the slightest possibility of a collision? Think back sixteen years and you cannot recall having read or heard of any life being lost in the snowsheds through collision of trains."

That gets them interested, whereupon I sketch briefly for them a description of the staff system which furnishes Southern Pacific passengers absolute insurance against accident while traversing the beautiful Sierras through the "House of a Thousand Curves."

Those of you, who are not familiar with the staff system and who have the opportunity of traversing this region should look out of the window on the right-hand side as the eastbound train approaches Blue Canon station. You will note a sign reading "Beginning of Staff System."

With the approach of your train, the operator at Blue Canon has stepped up to a machine about six feet high and a foot in width. The machine has a signpost containing twenty or more steel staffs, each about a half inch in diameter and ten inches long. These staffs correspond somewhat to a Yale key and are grooved so that they cannot be removed without the help of the operator at the next station. The Blue Canon operator presses a button at the lower end of the machine, which informs the operator at the next station that he proposes to take a staff out of the machine. The second operator has two staff machines, one for the station on either side. He holds the electric button connected with Blue Canon just long enough to release the staff. The two machines then become locked automatically, so that no more staffs can be removed and no more trains pass. There is only one way by which either of these machines can be unlocked. The staff was removed from the Blue Canon machine must be replaced at the end of the block.

To return to the operator at Blue Canon. When he takes a staff out of its place he puts it in a leather pouch attached to a steel ring about two feet in diameter and hangs it on a crane, somewhat similar to a mail crane, where the engineer may catch



The Staff System and the "House of a Thousand Curves" which it protects. Upper photos show operator and machine (at left) and method of delivering staff to engineer in motion. Below, a winter scene in the snowshed area.

it as his train goes by. There is a "catcher" on the engine for this purpose.

The staff is the engineer's authority to move from one block to the next. Under no circumstances will an engineer proceed to the next block without the staff. The staff, you see, takes the place of train orders. There are staff stations all through the sheds, approximately two miles apart, where there are sidings so that opposing trains can pass one another.

As a train moves out of a station, the operator there informs the operator at the next station over the staff telephone that a train has entered his block. Then that operator repeats the process, signaling the next station in advance that he has a train coming and wishes to remove a staff from the pair of machines governing that block. This operation is repeated over and over again all the way through the sheds from staff station to staff station. The operator takes the staff that is left at his station by the train and replaces it in the machine connecting with that from which it was removed,

thus synchronizing the pair, leaving that block clear for another train in either direction.

When your train is to meet another train at any one of these stations the signals in the staff office are set by the operator for one train to take siding and one to hold main line track. If the superior train arrives first, it stops at the office and waits for the other train to get clear into the siding, and then for the operator to put staff back into the machine and replace it before the train can move on the next block.

The signals for both the eastbound and the westbound trains are located at forty feet and again at fifteen hundred feet from the switch on either side of the station. The distant one is called the "distant" signal, the other the "home" signal. When a block is clear for a train, the lights in these signals are green, showing that a train may proceed with safety. When a train is to take siding the distant signal shows yellow and the home signal shows red. All signals are made to read "clear" when a staff is hung on

the crane. In order to get these signals to clear, the staff must be run through a controller which governs them. As was mentioned before the staff is grooved and as it is put through the controller it locks the signals.

In addition to the staff system, further protection is afforded by fire trains, track walkers, shed watchmen and a small army of other employees whose duty it is to get you through these forty miles of snowsheds.

In short, nothing that human ingenuity can suggest nor money pay for is neglected to make your ride both enjoyable and safe.

Insurance statistics show that you are in less danger in a railway coach than out of it, so I can truthfully say that when you leave Blue Canon, eastbound, you enter "The House of a Thousand Curves," the safest place on earth.

STEAMER DIVISION NOTES.

By C. C. SANDELLIN

Fred R. Smith, assistant chief engineer—ferry steamer Solano, has returned to Benicia after several months' absence on a trip to Australia.

Mr. Smith stated that he enjoyed his trip immensely and found much to interest him in that country. However, he is more convinced than ever that the renowned Garden of Eden was located in California.

William Hamilton, fireman on the ferry steamer Alameda, has also been absent on a trip to Australia, returning to San Francisco on the same steamer which brought Mr. Smith.

The ferry steamer Edward T. Jeffery, which was operated by the Southern Pacific on its Alameda ferry during government control, was returned to the Western Pacific, March 1st, together with the tug Virgil C. Bogue and the car floats.

The Western Pacific steamer employees who were employed on the Southern Pacific ferry steamers during the time the United States was between San Francisco and Oakland were in effect, are no longer under our jurisdiction.

Captain H. H. Holmes, of the ferry steamer Melroe, is an earnest advocate of Safety First, and never loses an opportunity to make suggestions that will correct unsafe conditions. He has already won two medals for his interest in safety work, and is among those selected for medal to be bestowed for distinction in this work during period October 1, 1918, to February 29, 1920, having submitted 44 excellent suggestions between these dates.

A WASTE OF ACTION.

Pat—O'im not such a fool as t' fight wit ye.
Rastus—What you mean?
Pat—Shucks, if I give ye a black eye it wouldn't show.

SALT LAKE DIVISION NEWS ITEMS.

By NORBERT J. THOMAS
(Superintendent's Office, Ogden)

Fifty-two employees attended the Division Fuel Oil meeting at Carlin, March 12th. Many important aspects of conservation of fuel oil were brought before the meeting and discussed at length. It was shown that all concerned on this division are co-operating creditably in the saving of oil.

J. W. Clark, chief of Fuel Oil Bureau, San Francisco, explained a graphic chart reflecting oil consumption on the system. The Salt Lake division made a saving of fuel oil in both freight and passenger service during the month of February, 1920, over February, 1919, of approximately \$1,852.

Our last regular safety meeting was held at Ogden, February 17th, when many excellent suggestions were offered and discussed.

The committee has made it a practice to talk safety at every opportunity and it developed that a total of 326 talks were made since the last meeting.

Mr. H. G. Valleau has been appointed chief dispatcher, Sparks, Nev., vice Mr. J. T. Bell, who is on an indefinite furlough.

Mr. H. F. McDonald, former trick dispatcher, has been appointed assistant chief dispatcher, vice H. G. Valleau.

Mr. O. M. Barlow has been assigned the duties of trainmaster as well as roadmaster on the Fernley and Fallon branches.

Mr. Otis Weeks, division engineer, went to Chicago to attend the American Railway Engineers' meeting, March 16th.

SUPERINTENDENT WILSON PRAISED BY EDITOR.

Superintendent William Wilson of the Tucson Division has a warm friend and admirer in Editor Willard E. Holt of the Lordsburg "Liberal," who made public note recently of the fact that the Southern Pacific official had given up his office car to an injured Mexican laborer in order that the latter might be hurried to the hospital in comfort. Mr. Wilson followed later in a motor car.

"The Greater Good" is a pretty good material when Wilson was built," concludes the journalist.

EXPERIENCED.

Reader—This paper says that 65,000 women are now employed by the railway systems of the United States.

Speeder—Hardly proper work for women, I should say.

Reader—Why? Who's had more experience in looking after trains and switches than women, I'd like to know.

Yonker's "Statesman"

FORTY INDUSTRY TRACKS ON WESTERN DIVISION.

By R. J. HOCKETT
(Superintendent's Office, Oakland Pier)

During 1918 and 1919, forty industrial tracks were constructed on the Western Division, their total length being 37,156 feet, or seven miles. This new work demonstrates the industrial development that has been going on in the east bay cities and on the Western Division. There are numerous projects under way and new ones coming up all the time.

From indications the fruit canning industry in the east bay region will enjoy an extremely heavy season. During the past few months several extensive additions have been made in the way of canning plants, among them being the large plants erected by Libby, McNeill & Libby and the Jones Canning Company, as well as a branch plant of Biseglia Bros. of San Jose at Fruitvale. The Pacific Coast Canning Company is likewise providing for a heavy run, a big extension to their present plant at the foot of Fourteenth Street, Oakland, being under way.

Ray Le Mieux, relief ticket agent at Oakland Pier and Berkeley, has been promoted to city ticket office, Thirteenth and Broadway, Oakland.

L. T. Bayley, clerk, Sixteenth Street Station, Oakland, and T. A. McGeough, clerk at Fruitvale Station, have been promoted to ticket clerks, city ticket office, Thirteenth and Broadway, Oakland. They entered on their new duties a few days ago.

G. A. Erickson, clerk, Fruitvale Station, has been promoted to a responsible position in the office of L. Richardson, D. F. & P. A., Oakland.

J. D. Rippey, relief agent, Western Division, has been appointed chief clerk to C. H. Jasper, D. F. & P. A., Fresno.

A. J. Lloyd, ticket clerk, Oakland Pier ticket office, has been appointed assistant chief clerk in the office of Mr. Jasper, D. F. & P. A., Fresno. C. A. Woodson has been appointed agent, Crockett Station.

P. R. Witt has been assigned position as second trick operator at Santa Rosa.

H. A. Hargis has been assigned position as second trick operator at Hayward.

J. S. Silva recently assumed his new position as assistant agent at (Mare Island), South Vallejo Station.

REDUCING TELEGRAPH TOLLS.

Superintendent of Telegraph E. L. King advises that in order to eliminate unnecessary telegraph tolls the name of the railroad and the official title of the sender should henceforth be omitted in messages sent to other railroads via Western Union. The revised official roster contains this information.

NEW DIAPHONE ADDED TO BAY BABEL.

A new traffic cop has made his appearance on San Francisco Bay, and all navigators are warned to look out for him. He belongs to Superintendent C. F. Heath's celebrated fog force and can make himself heard ten miles away if necessary. Posted at Oakland Mole his particular job during a fog is to tell Southern Pacific ferryboats where to head in and to turn all intended away. Every thirty seconds he blows two blasts guaranteed to be different in time and pitch from the other fifty-six members of the "squawk squad" who line both sides of the bay and the shores of Yerba Buena, Alcatraz and Angel Islands.

The new "cop" is a compressed air diaphone which operates on the principle of a pneumatic riveter. It hammers a column of air instead of a bolt. It was installed under the direction of Electrical Engineer A. H. Babcock.

Commuters have long marveled at the extraordinary variety of audible signals which aid navigation on the bay during a fog. They do not sail their course by compass, making due allowance for the extraordinary variety in conditions of tide and current. The element of visibility being poor in a fog is aided by sounds regulated mechanically and so accurately timed and pitched that each is easily distinguished by the ear of the pilot.

Bells, gongs, whistles and noise-making devices of many varieties clamor for attention during a fog on the bay. To the uninitiated it may sound like a convention of hotel runners, but each ferryboat captain picks out the one that is paying him as easily as though it was calling his name.

In all the uproar of jingle bells, sirens, whistling buoys, automatic horns and shrill whistles that emanate from either shore, most commuters and all navigators have learned to distinguish the voices of the various steamers which daily carry in perfect safety and security thousands of people across the bay.

There is no mistaking the sonorous bray of the Southern Pacific ferry steamer Berkeley, which in a fog sounds like nothing so much as a lonesome mule beseeching company. On the other hand the Newark has a musical inquiring cadence much like your favorite telephone queries. If you hear a ferryboat that is demanding everybody's identity in querulous sharp accents like a guinea hen, ten to one it is the Melrose. The Alameda and the Santa Clara are sisters with chronic crows, always hoarse and melancholy.

Tugs are readily distinguished. Their voices are curt, high-pitched and impudent. A launch will squeal shrilly like a pig as it scuttles out of a larger vessel's way.

In addition to the audible signals the Douglas flashlight is used by the

S. P. TAKES EGGS EAST BY THE TRAINLOAD.

Enter the "Golden Egg Limited."

For the first time in the State's history, solid trainloads of eggs left California for New York last month. This was due to market conditions which permit of eggs being marketed to advantage in the East.

The Southern Pacific handled a fourteen-car train of eggs March 2, and another train of twenty cars a week later. The trains are made up of refrigerator cars and go as manifest fast freight via Ogden. There were over three million eggs in the second train that left San Francisco. Petaluma hens have filled most of the cars, the balance coming from the bay district.

Southern Pacific on the San Francisco side of the bay. This blue flare was ignited by a young San Franciscan who, while walking to work one day in a fog, noticed a burst of blue flame from the trolley wire over a passing car when the car itself and headlight were invisible. The flashlight was thereupon evolved.

GRIDLEY ITEMS.

The cannery which Libby, McNeill and Libby are erecting at Gridley is causing considerable activity in and about Gridley. Freight is arriving at the rate of ten to fifteen cars daily for the construction of this cannery.

Construction of twenty houses financed by the Chamber of Commerce will be started by the Diamond Match Company in the next few days.

Rosenberg Brothers have sold their rice mill at Gridley to Jackson and Trotter, who will remodel the plant and make it modern in every respect.

The old Gridley hotel has been purchased by Sullivan and Johnson, owners of the Western Hotel at Marysville.

THE THINGS THEY ASK FOR.

A woman living in an aristocratic suburb, a mile and a half from her grocer, went to the phone:

"This you, central? 454, please. This you, Mr. L. Please charge and send 10 cents' worth of animal crackers, and pick out the elephants, as the baby is afraid of them."—Re-Saw.

A SAGE THOUGHT.

Doc Steinmetz says we can send a message to Mars for a billion dollars. Why not send it collect?—Peoria "Transcript."

C. J. McDONALD NAMED GENERAL AGENT.

The Southern Pacific announced last month the creation of a new office to handle solicitation of traffic in fruit and perishable products and to closely supervise this important service. C. J. McDonald of San Francisco, who represented the United States Railroad Administration in the West during the final days of Federal control, is named general agent, refrigerator service, on the joint authority of General Manager J. H. Dyer and Freight Traffic Manager G. W. Luce. His headquarters will be in San Francisco at 65 Market Street.

Discussing the appointment, Mr. Luce said:

"California's annual output of fruit and perishable food products has grown to such an enormous volume as to justify the company in delegating an officer to give undivided attention to the many problems presented. Because of his experience and knowledge concerning railroad service required in getting California's products to Eastern markets, Mr. McDonald was selected as an officer well fitted to serve the fruit shippers of California. His experience, moreover, the present organization of the Pacific Fruit Express Company will continue to function in the same way as it has in the past. Mr. McDonald will work closely with that company, but will pay special attention to the business of shippers routing their products via Southern Pacific rails. It is the intention of the Southern Pacific to seek the patronage of fruit shippers and other users of refrigerator cars on the basis of 100 per cent transportation service from point of loading the car to its final destination, and Mr. McDonald's whole effort will be directed to that end."

Mr. McDonald came to the Pacific System from the Southern Pacific Lines in Texas in 1913. He served with the Efficiency Committee in 1914, later became assistant superintendent of transportation and in 1917 was in direct charge of troop movements on all railroads in the eight western States. In 1918 he was made assistant to the district director and on January 1, 1920, assistant to regional director.

THE LIGHT IN THE WINDOW.

The transport had entered New York harbor. On board was one lone colored soldier among the homeward bound. As the ship passed the Statue of Liberty there was absolute silence when suddenly the dusky dough-boy broke the quiet by remarking: "Put your light down, honey, I see home."—The American Legion Weekly.

Constant dropping wears away stones; little strokes fell great oaks.

ROSTER OF OFFICIALS ON OTHER SOUTHERN PACIFIC LINES

The following are lists of appointments on Southern Pacific Lines other than Pacific System:

Southern Pacific Lines in Texas.

These lines include the Galveston, Harrisburg & San Antonio; the Texas & New Orleans; the Houston & Texas Central; the Houston East & West Texas; the Houston & Shreveport; the Direct Navigation Company; and the Southern Pacific Terminal Company.

J. Kruttschnitt, chairman executive committee, New York.

Lewis J. Spence, director of traffic.

W. R. Scott, president.

A. K. Van Deventer, assistant treasurer, New York.

Hugh Neill, assistant secretary, New York.

W. R. Scott, president, Houston, Texas.

G. S. Waid, vice-president and general manager, Houston, Texas.

Operating Department.

G. S. Waid, vice-president and general manager, Houston, Texas.

J. A. Power, superintendent motive power and equipment, Houston, Texas.

B. C. Fushing, engineer of maintenance, Houston, Texas.

F. M. Lucore, superintendent transportation, Houston, Texas.

Superintendents.

H. J. Mickish, G. H. & S. A., T. & N. O., Houston, Texas.

L. B. McDonald, G. H. & S. A., Houston Division, San Antonio, Texas.

C. R. Morrill, C. H. & S. A., El Paso Division, El Paso, Texas.

A. D. Mims, G. H. & S. A., Victoria Division, Victoria, Texas.

W. E. Costello, H. & T. C., First Division, Ennis, Texas.

T. T. Player, H. & T. C., Austin Division, Austin, Texas.

R. T. Walker, H. & W. T. H. & S., Houston, Texas.

Traffic Department.

C. K. Dunlap, traffic manager, Houston, Texas.

C. W. Owen, assistant traffic manager, Houston, Texas.

T. G. Beard, general freight agent, Houston, Texas.

S. G. Reed, assistant general freight agent, Houston, Texas.

W. E. Briggs, assistant general freight agent, Houston, Texas.

J. C. Brasher, assistant general freight agent, Houston, Texas.

R. H. Carmichael, assistant general freight agent, Houston, Texas.

W. C. McCormick, assistant general freight and passenger agent, El Paso, Texas.

A. R. Atkinson, assistant general freight and passenger agent, Dallas, Texas.

Joseph Hellen, general passenger agent, Houston, Texas.

J. P. Sullivan, assistant passenger agent, Houston, Texas.

R. L. McKibbin, general baggage and mail agent, Houston, Texas.

T. J. Anderson, general agent, Passenger Department, Houston, Texas.

Nat Parks, live stock agent, San Antonio, Texas.

Law Department.

Baker, Botts, Parker & Garwood, general attorneys, Houston, Texas.

Treasury and Accounting Departments.

G. R. Cottingham, auditor and secretary, Houston, Texas.

H. S. Walker, assistant auditor, Houston, Texas.

G. E. McDuffie, auditor freight accounts, Houston, Texas.

H. E. Buse, auditor of disbursements, Houston, Texas.

C. P. Coleman, auditor of passenger accounts, Houston, Texas.

C. B. Udell, treasurer (except T. & N. O.), Houston, Texas.

E. Dargan, treasurer, T. & N. O. R. R. Co., Houston, Texas.

O. M. Longnecker, assistant treasurer, Houston, Texas.

J. W. Comiskey, car accountant, Houston, Texas.

Purchasing and Store Departments.

N. P. Randolph, purchasing agent, Houston, Texas.

L. B. Wood, general storekeeper, Houston, Texas.

Southern Pacific Lines in Louisiana.

These include Morgan's Louisiana & Texas Railroad & Steamship Company and the Louisiana Western.

J. Kruttschnitt, chairman executive committee, New York.

Lewis J. Spence, director of traffic; W. R. Scott, president.

A. K. Van Deventer, assistant treasurer, New York.

W. A. Worthington, vice-president, L. W. R. R. Co., New York.

Hugh Neill, assistant secretary M. L. & T. secretary L. W., New Orleans, La.

W. R. Scott, president, New Orleans, La.

J. H. R. Parsons, vice-president and general manager, New Orleans, La.

Operating Department.

J. H. R. Parsons, vice-president and general manager, New Orleans, La.

P. B. Torian, superintendent terminals, New Orleans, La.

R. M. Glover, superintendent, Lafayette, La.

Traffic Department.

Charles S. Fay, traffic manager, New Orleans, La.

Joseph Lallande, general freight agent, New Orleans, La.

W. J. Stakelum, assistant general freight agent, New Orleans, La.

John T. Monroe, general passenger agent, New Orleans, La.

H. M. Moors, freight claim agent, New Orleans, La.

W. H. Wynne, commercial agent, New Orleans, La.

R. L. McKibbin, general baggage and mail agent, Houston, Texas.

Law Department.

Denegre, Leovy & Chase, general attorneys, Houston, Texas.

Purchasing Department.

N. P. Randolph, purchasing agent, Houston, Texas.

Treasury and Accounting Departments.

G. B. Herbert, auditor, New Orleans, La.

G. B. Herbert, secretary M. L. & T., assistant secretary L. W., New Orleans, La.

St. D. J. de Blanc, treasurer, New Orleans, La.

John McGraw, general agent, New Orleans, La.

Arizona Eastern.

J. Kruttschnitt, chairman executive committee, New York.

Lewis J. Spence, director of traffic; Epes Randolph, president.

A. D. McDonald, vice-president and comptroller, New York.

Hugh Neill, assistant secretary, New York.

A. K. Van Deventer, assistant treasurer, New Orleans, La.

Epes Randolph, president, Tucson, Ariz.

L. H. Long, vice-president, Tucson, Ariz.

J. C. McClure, assistant to president, Tucson, Ariz.

T. A. Duff, auditor, Tucson, Ariz.

John E. White, treasurer, Tucson, Ariz.

E. J. Fenchurch, general freight and passenger agent, Tucson, Ariz.

C. J. Helderstedt, secretary, Tucson, Ariz.

C. M. Scott, general manager, Phoenix, Ariz.

H. Weitzel, superintendent, Phoenix, Ariz.

Max Fiedler, superintendent, Globe, Ariz.

Southern Pacific of Mexico.

J. Kruttschnitt, chairman executive committee, New York.

Lewis J. Spence, director of traffic; Epes Randolph, president.

J. P. Blair, general counsel, New York.

A. D. McDonald, vice-president and comptroller, New York.

L. H. Long, vice-president, Tucson, Ariz.

C. J. Helderstedt, assistant secretary, Tucson, Ariz.

A. K. Van Deventer, treasurer, New York.

Hugh Neill, secretary, New York.

Epes Randolph, president, Tucson, Ariz.

J. C. McClure, assistant to president, Tucson, Ariz.

John E. White, assistant treasurer, Tucson, Ariz.

Traffic Department.

H. Lawton, general freight and passenger agent, Guaymas, Sonora.

W. H. Francis, assistant general freight and passenger agent, Guaymas, Sonora.

(Continued on Page 20)

CLEANING UP ON SECTION SIX—A SHORT STORY

By J. E. A., In Railway Maintenance Engineer

Molly Tyler stood in the doorway of her little bungalow and peered long and anxiously across the meadows at the distant tool house. Fully thirty minutes had elapsed since she had seen her husband, Jim, with his gang arrive on their motor car, unload their tools and dinner pails and run the car into the house.

The four men who comprised the gang had lost no time in leaving the tool house at the conclusion of this task, and Molly, according to her usual custom, had made the final preparations for supper, so that when Jim got home everything would be ready, but tonight Jim did not come. Molly knew he was all right, for she had seen him help lift the car off the track and head it into the section house. She had noted how each man had looked back as he left it as if saying good-night to Jim. But there were the doors, wide open, and no sign of Jim.

Molly was a devoted wife and mother, but her patience was sometimes sorely tried by her big husband, who had one or two aggravating traits of character that she had thus far managed to prevail on him to overcome. One of these, and perhaps the greatest, was procrastination, and as she waited for him tonight her patience gave way to a stronger feeling, that of anger. "I'll fix him," she breathed through tightly pursed lips. "I'll teach him something that he won't forget when he does get here."

With another look at the tool house doors she turned away to pick up Jimmy, Jr., aged two, who was crying lustily for his supper, and she was about to feed him a form darkened the door. Molly stared at the newcomer in astonishment, for it was Tony Raffello, a young Italian and one of Jim's gang. Molly's attitude concealed trouble. Something had happened to bring Tony here at that hour and his face plainly corroborated her suspicions, for he was the picture of unhappiness.

Molly was not one to mince words when her curiosity was aroused. "What is it, Tony?" she asked sharply. "What has happened? Where's Jim?" But Tony only shifted his eyes from her to Jimmy, Jr., who was holding up his hands expectantly for the sweets Tony usually brought with him. Quickly walking up to Tony, Mollie shook him by the arm roughly. "Come, speak out," she commanded in a voice that had an immediate effect on the embarrassed Italian. Pointing to a newspaper that lay on the table he said, excitedly, "No good, papa no good, dat make all de trouble."

When excited Tony's English was considerably intelligible than in his calmer moods and it took some time for Molly to learn from him that

Jim had taken his gang to Carlton Junction that day and there had met Hank O'Day, the foreman of the adjoining section, and had been completely knocked out after reading a newspaper clipping which Hank had given him; so much so, in fact, that he had scarcely touched his well-filled dinner pail, had taken no interest whatever in his work and frequently had failed to answer when any of his men ventured to speak to him.

Molly did not delay action, once she fully comprehended the situation. Putting the steaming victuals away, she hastily picked up Jimmy, Jr., who seemed to know something unusual was up, and, turning to Tony, she said, "You had better go now, I am going after Jim. Thanks for telling me."

As he left the house, Tony turned and put his fingers to his lips in mute appeal for Mollie not to tell Jim that he had stopped to talk with her. She nodded to him and, without a word, started down the path that led to the tool house. As she near the open doors she cautioned Jimmy, Jr., not to make a sound. Noiselessly she approached the doors, paused outside a moment and then suddenly stepped in.

The motor car had been run to the far end of the house and on the end of the car, his legs crossed, his head bowed upon his breast, sat Jim. In one hand he held a crumpled piece of newspaper which did not escape Molly's eye, while in the other he grasped his pipe, his never failing companion when anything perturbed him. Tonight, however, it had failed in its mission. So deep in reverie was that it was not until Jim, Jr., had he scrambled out of his mother's arms that he raised his head and met Molly's gaze.

"Well," began his irate spouse, noting attempts to conceal the paper in Jim's hand, "I want to know now, Tim Tyler, what you mean by treating your wife and baby in this shameful manner. You have been here over an hour, while Jimmy and I have been waiting for you with supper all ready, and here you have been sitting in this dirty old tool house without a thought of your home and family."

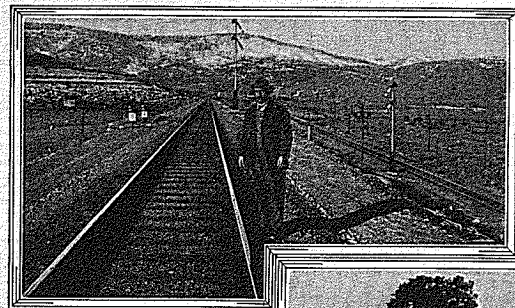
Here she paused for a moment and then, catching sight of the crumpled paper partially concealed in Jim's hand, she stepped forward with outstretched hand: "Give me that paper," she commanded.

Jim drew back the hand that held the paper. "Give it to me, do you hear?" Molly repeated and, reluctantly, Jim handed her the clipping without looking up. Smoothing it out as best she could, Molly went to the doorway to read it in the falling light. Holding it up where she could see it best she read the headlines: "S. T. & P.

R. R. Awards Prizes for Best Kept Sections." She caught her breath, paused and looked in at Jim. "It was all clear now. With an effort, this time, she again held the paper up to the light and read the following: "In accordance with the policy of the S. T. & P. R. Co., formulated last year, to award prizes to foremen having the best kept sections, the company recently completed a trip of inspection over the system with this end in view, and acting on the report made by the inspectors, has just announced the names of the successful foremen." Molly read this far and stopped. For a few minutes she stood motionless with her eyes wide and staring into space.

Then, suddenly coming to herself, her eyes again sought the paper. Rapidly she ran down the list of prize winners until she came to the River Division, the one on which Jim's section was located, and read: "George Lambert—\$100." All excitement now, she turned her blazing eyes on her husband, who was still sitting round shouldered on the motor car, and said: "No wonder you were ashamed to come home. I don't blame you. I'm ashamed for you, Jim Tyler." Her voice was low but tense with anger, and the dejected attitude of her husband seemed to exasperate her almost beyond endurance. Stamping her foot, she said: "Jim Tyler, look at me!" Slowly he lifted his eyes and they were full of tears. Whatever else was in Molly's mind at that moment remained unsaid. Jim in tears was a sight she had never seen before, and instantly all the bitterness that a moment before had been struggling for expression, left her heart. She had oftentimes made him writhe with agony of soul with her sharp tongue and at times had even threatened to leave him, but she had never seen him like this. Jim was careless in his habits. That was his worst fault. In fact, that was the only reason that he had failed to win the prize for the best kept section. Molly could see that. She knew, too, that her husband was the best track man on the River Division and everybody else knew it. Time and again she had heard the roadmaster compliment Jim on his section, and hadn't he frequently sent men to Jim for instruction on track maintenance?

It had always been a matter of pride with Molly to know that her Jim excelled in his work and it was her ambition in life to see him advance. When the S. T. & P. R. R. during the previous year had announced that in the future it would give a prize of \$100 to the foreman on each division who had the best kept section Molly had simply figured that the hundred awarded to the River Division was coming to Jim. Never for a moment

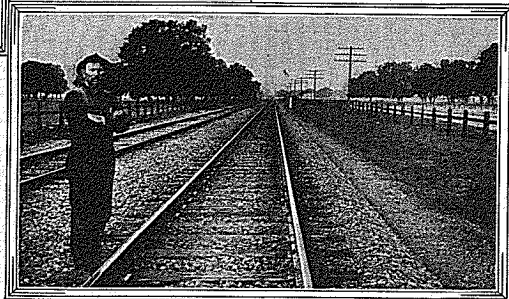


had it occurred to her that anyone else had a look-in. She had made all her plans on how that money, added to what they would be able to save in the meantime, would clean up the last indebtedness on the little bungalow.

As for Jim, he was sure of winning. He feared no competitor on the division. In fact, most of the foremen had served under him and he knew he could still give them all lessons on track work. So to him it was all settled except the formality of receiving the hundred.

Jim remembered the day the inspection was made; how the judges had complimented him on his exceptionally smooth riding track. True, they had mentioned something about appearances, calling his attention to certain untidy points along the right-of-way that ought to have been cleaned up, but Jim had not worried about that. When it came to what really counted in track maintenance he was satisfied that he had the banner section. He knew that there was not a low joint or a bad tie in the three miles of his section, not a spike was missing where a spike ought to be, and that every curve was perfect. Jim knew all about curve elevation and how to line curves to carry a train like a piece of straight track. In short, awarding that hundred to anybody else seemed impossible to both him and Molly. No wonder, then, that the news of the award was overwhelming.

Not only was it the worst blow he had ever received, but knowing as he did how Molly had planned on the prize, and realizing her bitter humiliation on learning the truth, for she had made no secret of her expectations among her friends, his own crushing sense of defeat and the prospect of a storm when he got home were too much for him. Her wrath,



Two prize sections on the Southern Pacific's Pacific System: Above, Section 32, Verdi-Truckee District, Sacramento Division, A. Del Grande, foreman. The lower photo shows Section 10, Mayfield-San Jose District, Coast Division, D. Harrington, foreman.

the things she would say, her wounded pride, were all clearly visualized and it was more than he cared to face tonight when he was already deeply humiliated over the matter.

Looking at him from the doorway it all came to Molly in an instant. She understood fully his every thought and action that day just as clearly as if she had been with him, and a feeling of pity stole over her. "Let's go home, Jim," she said softly, and hastily picking up little Jimmy, Jr., she stepped outside, while Jim in silence shut and locked the doors. Together they started up the path toward home.

That night after little Jimmy had been put to bed Molly drew a chair up alongside of Jim. With his clipping in her hand she said: "We lost the prize fair and square enough. I can see it all now. Did you read it all?" she asked, holding up the paper. He nodded. "Then you know," she went on, "why we lost. You realize, don't you, that it really pays to keep things picked up, as I have always told you?" Jim shifted uneasily on his chair. "It ain't right, Molly," he said, "nothin' right about it. What differ-

ence does it make if the grass ain't cut just the same length all over the section? Supposin' there is somethin' or other layin' round that ought to be picked up. No one ought to expect me to keep a section like you keep your parlor," he stoutly asserted.

"Listen to me, Jim," said Molly. "Just as long as you look at it in that way, just so long George Lambert will win the prizes you ought to have and wipe the taking. Listen while I read out loud the conclusion of the report on which the award was based." Molly held the paper so Jim could follow her and read: "In the distribution of

prizes the judges felt that it was only justice to take into consideration the appearance of each section as well as the condition of the roadbed and the track. It is being recognized constantly that a clean, tidy appearance of the entire right-of-way is one of the best advertisements a road can have. Often attractive surroundings are more thoroughly enjoyed and commented upon than comfortable riding track. From time to time the company has endeavored to impress on the minds of all concerned the importance of keeping scrap picked up, ties and rails neatly piled, fences repaired, cattle guards and crossings in first-class condition, flower gardens around depots carefully looked after, tool houses kept in order, with all tools and supplies taken care of in proper manner. In spite of this some of the best section foremen have ignored the instructions entirely, while other men less competent in maintenance of roadbed have excelled in keeping their sections in order, making the awards the efforts of the men to maintain a higher standard of appearances have been recognized and it is hoped that another year will see a great improvement along these lines

by those who failed this year to be considered in the awards."

Molly laid down the clipping. "You might as well give in, Jim," she said; "we lost the prize this year because of your natural horn carelessness. Next year it's going to be a different story," she went on decisively, "for I am going to take a hand in winning that prize myself." And Molly carefully laid away the clipping for future reference.

Nothing was said about the subject in the Tyler home for many weeks. Whatever Molly had planned in her own mind about her campaign when spring should come again she kept to herself, and Jim never alluded to the matter during the winter that followed, and it was not until after the last snowbank had melted away and the robins were a common sight around the Tyler bungalow that Molly again began to display interest in track work.

"Jim," she said one morning as he was about to leave the house, "what are you going to do today?" "Why?" he asked as he picked up his hat, "I've just kissed him good-bye." "Well," said Molly, "there are some things on your section that need doing right now that have apparently escaped your attention. Some people can't see anything with a microscope over after they have had a bad fall over it. None so blind as those who won't see," she continued sarcastically, noting Jim's crestfallen appearance, "with a good deal of satisfaction, you might as well get your eyes open now as later," she went on savagely. She knew just how to stir Jim to action, and on the present occasion his flushed face and tightly closed lips showed her clearly that her words had struck home.

"What needs doing, Molly?" he asked in a low voice.

"Well, there was a wreck last winter just below your tool house, and the cars were so badly smashed up that some of the wheels were right where the wreck was. I can see without leaving the house that you haven't cleaned up that place yet. There's a big black spot all covered with ashes and bits of unburned debris beside the track that I imagine took mighty bad from the windows of passenger trains. Passengers can't help seeing it if they look out, and to see it is to remind them of wrecks, because anyone would know well enough what had happened there by the present appearance. Naturally people don't like to be reminded of things like that when traveling.

"Furthermore, little Jimmy and I went down to your tool house the other day and I took your extra key along and we went in. Such a place I never got into before. Even your baby cried to get out, it looked so. Took over the place, and when the place, the stove was covered with dirt and rust, there was coal on the floor, ashes were tracked in with it, old clothes were lying in the corners and the windows were so dirty we couldn't see out of them. The place actually

gave me the creeps, and if the inspection party sees it in that condition it's good-bye to another hundred. But they won't, for I am going down to clean it up. It will take me all day, I guess, maybe longer, but it has to be done."

This had the desired effect, as she secretly knew it would, for she had no idea of cleaning up the tool house. "Molly," pleaded Jim, "please don't say that; promise me to keep away from there. I know it looks bad enough, but I just ain't had time till now to clean it up. I'll put a man on it today." "Well," with a show of reluctance, "I'll give you a chance to do it, Jim," she said, and with a hurried kiss she sent him away.

From that day on she kept him busy and one morning, armed with a camera, she boarded No. 48 for Carlton Junction, the end of Jim's section. The day was ideal for picture taking and Molly, who knew the trainmen well, was permitted to stand on the rear platform and snap anything her fancy dictated. With eyes alert she caught the trackman as he was unfolded to her view. Nothing escaped her gaze. A broken cattle guard panel here, a post hanging from a fence there, or a pile of cinders that had been dumped from some passing locomotive, all were snapped by the camera. That day proved one thing to Molly: Jim was actually more careless than even she had imagined. In fact, conditions were so bad she had used up her film before she got to the Junction. Boarding the next local for home, she ran the matter over in her mind. Jim had to be reformed, but heroic means would be necessary to do it.

That night when Jim got home she questioned him sharply about what he had done that day, but said nothing about her trip to the Junction. "I did what you told me to do, Molly," he said with confidence. "I can't tell you for him, as the subject of picking up was always a painful one. "Everything is in great shape at the house, and that old wreck you spoke about has been thoroughly cleaned up."

"You mean you wiped it, Jim," she said, "but you've a lot to do there yet before that place is right," she went on. "You should clean up all of that black ash and plant some grass seed. If you don't you won't have any grass there."

The next night when he came home Molly had the prints of her pictures, and after supper she got them out. "I always knew you were mighty careless, Jim," she began, "but I would never have believed conditions could be as bad as they are if I did not have the evidence here." She then produced the views to his astonished gaze, and each one was pointed out to him it was commented upon in a manner that made him wince.

"You see I have the goods on you," she continued mercilessly; "now, what are you going to do about it?" Jim was silent; for the first time he began to realize just what it meant to the

company to have things look different. "Molly," he said, looking up with a new light in his eyes, "I get you now. Just you give me a chance and I'll make that section of mine the cleanest on the system."

Molly was quick to note the sudden change that had come over him and it delighted her. "All right, Jim," she replied, "but don't forget I'm to be the foreman."

Jim certainly had caught the vision. From that day on, the way he and his men combed that section was the talk of the division. Every one of the men were as eager as Jim to make the section the cleanest on the road. No one was more enthusiastic than Tony Raffello. In fact, Tony soon got the name of being a crank on the subject, and it was said that on one occasion he gave one of the gang a severe rebuke for spitting tobacco juice on the track, but this could not be verified.

As the summer wore on, however, Molly found that beyond the shadow of a doubt, Jim's careless habits were a matter of history. The cure was as effective as the cause, and the day before the annual inspection, Molly boarded the train for the Junction. This time the camera was not called into play. "Wonderful!" she exclaimed as the train passed over the track, merely an eyesore to her, but now in perfect condition.

Upon her return she went home by way of the track and stopped at the tool house for a final peep. Instead of the unkempt place she recalled seeing at the time of her first visit she now beheld a room as clean as any in her bungalow. Not only was the room clean and orderly, but the walls had been whitewashed, and tools hung or stood in neat rows along the walls. She gazed in admiration at all she saw. "I guess there won't be any question about who gets the hundred this time," she said to herself complacently as she started for home.

The inspection was made the next day, but it was three weeks before the results were known. One noon the station agent called Jim into his office and handed him a registered package. With trembling hands he tore open the end of it. There were several papers pinned together, but only one interested him. Pinned to a long typewritten letter was a slip of blue paper. Turning it over he could read the opposite side he saw, "Pay to the order of James Tyler—\$100."

A few minutes later he rushed into the bungalow where Molly was busily engaged in frying doughnuts. "Jim Tyler, what on earth is the matter with you?" she exclaimed as Jim seized her in his arms while in one hand he held the bunch of letters and the check. "Without saying a word he held the slip of blue paper before her eyes. Very calmly Molly read it, and then in a matter-of-fact voice she said, "Why, Jim, that doesn't surprise me. You've got some section now."

"Well," he replied, "I ought to have, I've got to be a foreman," and he bent down and kissed her.

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A RULE FOR SUCCESS.

Not long ago we had a chat with a man who forty years ago came to this country a penniless youth with no other assets than his ambition and willingness to work. He selected the railroad field as offering the best opportunities to one in his situation, and began as thousands of others have started with a clerkship. Today he is the executive head of a great railroad. His name is synonymous with success; his advice is eagerly sought and respectfully followed; he and his family enjoy the reward which America bestows upon those to whom she entrusts responsibilities. We asked him to what one quality in particular he attributed his steady rise in the railroad field. We wanted him to tell us the secret of his success so that we might pass on the formula to others less fortunate. As we recall it, this was what he said:

"I found I got my best results by working each day as if my whole future depended on what I then accomplished. Each day was for me a test period, just as real in my mind as though all my chances of promotion depended upon it. Very naturally since I was trying so hard the quality of my work improved and I was able to do more of it with less effort. This brought satisfaction and a growth of interest in my work, and we like to do that in which we excel. I have wondered many times since which was cause and which effect?

"A man tries of his job and complains there is no future to it. How much of this feeling is his point of view?

"I wonder if he really knows very much about his own job when he says that it is not worth while. In all my railroad experience I have never come across a job that did not have a future to it. Looking over the personnel of organizations with which I am familiar, I see officials who began as track walkers, operators, train men, engineers, accountants, messenger boys, clerks. And in each case it can be definitely seen why they have risen. They did their best all along the line, giving each day to themselves and their employers the best that was in them. They may not have realized that they were 'making each day a test day,' but that was in fact what they did."

"Habits of mind formed by day after day of concentration on the im-

mediate task coupled with the enthusiasm that accompanies work well performed develop the successful man or woman. As soon as an employee is qualified to fill the job ahead he need have no fear his superior will not know it. The railroad depends for its existence on being able to develop capable executives from the ranks. The search for likely material is constant. That's where the man who 'makes every day a test day' wins."

All of which is straight from the shoulder philosophy based upon hard experience and as such should be helpful to us all.

"SECTION SIX."

Neatness and efficiency are partners in the firm of Success. The story entitled "Cleaning Up Section Six," which is published in this number of The Bulletin by arrangement with the Railway Maintenance Engineer of Chicago, is a valuable contribution to railroad literature. It holds an unassailable moral for every man in the service, no matter what branch. To quote further:

Nearly every supervisor can identify Jim Tyler among his foremen, an excellent workman in those things which he undertakes, but careless as to minor details. He may have the best riding track on the section, but it is not well kept and presents a run-down appearance. His attitude is well expressed in his statement that "no one ought to expect one to keep a section like a parlor." Yet it is for more than sentiment or a mere hobby that importance is attached to the maintenance of a clean roadway. Not only does a well policed right-of-way constitute an advertising asset which is reflected in good will and increased business from those traveling over the road, but there are even more direct returns in the value of the scrap picked up promptly and in the important effect on the men themselves. Carelessness reflected in such details as neglect to keep the right-of-way cleaned up does not stop there, but is carried to other details of work, such as the tightening of bolts, the protection of tools, the maintenance of the motor car, etc., for a man who is careless in one detail of his work will be careless in all. On the other hand, attention to these details is likewise reflected through one's entire work with the result that the systematic foreman will get much work done which a careless man will not find time to do. System is the basis of success in track work as well as elsewhere, and the man who is careless has lost this first essential. It is to be hoped that many of those readers who are inclined to agree with Jim Tyler in his original thought—that one can not expect a man to keep a section like a parlor—will see the lesson which this story presents for them and that they may earn a reward for this new vision as he did.

GOOD CITIZENS.

Commenting upon the action of seventeen of the railroad brotherhoods and unions in notifying the President that they will co-operate in organizing the arbitral bodies provided for in the new railroad law, the San Francisco "Chronicle" of March 4 says:

"That is no more than was to be expected of the railroad men, at least of the four brotherhoods concerned in operating rolling stock, which are the only railroad unions of which the public has heard. Citizens had much knowledge. Whoever knows one of the members of these original brotherhoods knows an effective man who is also almost certainly a good citizen. In their attempts to better their condition even these brotherhoods have occasionally followed bad leadership, but, upon the whole, they have been just and law-abiding. The coercion of the Nation by the general strike is something which the Nation cannot and will not endure, and we have too high an opinion of the railroad operatives to believe that upon reflection they will ever again attempt it. Their status as meritorious citizens is superior to their status as members of a class and they know it. When submission of the Nation to a class is once conceded everything which Bolshevism demands or desires is conceded."

"The brotherhoods objected, and still object, to the provision of the law which gives the general public representation upon the arbitral bodies. Frankly, we can see no just grounds of objection. Whenever wages are raised or hours of labor shortened it is the general public which must pay every dollar of the increased cost. The public is the most generous of employers and it would be utterly unjust to refuse to allow its representatives to participate in any deliberations held in pursuance of law which may result in increased expense which the public must pay."

MISTAKES.

When a plumber makes a mistake, he charges twice for it.

When a lawyer makes a mistake, it is just what he wanted, because he has a chance to try the case all over again.

When a carpenter makes a mistake, it's just what he expected.

When a doctor makes a mistake, he buries it.

When a judge makes a mistake, it becomes the law of the land.

When a preacher makes a mistake, nobody knows the difference.

When an electrician makes a mistake, he blames it on induction; nobody knows what he means.

But when an editor makes a mistake—good-night!—Santa Fe Magazine."

A child and a fool imagine twenty years or twenty dollars can never be spent.

The Bulletin's Safety Section

GRADE CROSSING ACCIDENTS.

Though less than for October, November or December grade crossing accidents on Southern Pacific involving automobiles during January were three more than for the corresponding month of last year. However, the increase in the number of automobiles in use in January, 1920, compared with January, 1919, is relatively greater. Following is a summary of causes, showing how these accidents occurred:

	January 1919	January 1920
Run on track in front of train	17	17
Run into side of train, engine or car	9	13
Stalled or died on track	1	3
Skidded into side of train, engine or car	1	3
Run into crossing gates	4	4
Miscellaneous (no near track)	4	4
Total	44	47

It will be noted that in January, 1920, there was a decrease of four in the number of automobiles being hit while attempting to cross in front of an approaching train, indicating that automobile drivers exercised greater precaution before crossing track than in January, 1919. On the other hand, in January, 1920, there was an increase of four in the number that ran into and hit the train instead of being hit by train. This would indicate a larger number of inexperienced drivers, and that accident was due to releasing clutch or stepping on accelerator when the intent was to hold brakes set.

In crossing the tracks of a railroad at grade there is but one safe course for automobile drivers to pursue, and that is before attempting to cross to make sure that no train is approaching and that it may be better calculated. There is nothing better calculated to insure safety than for automobile drivers to stop, look and listen. Engineers and firemen are always on the alert and give warning by blowing locomotive whistle and ringing bell well in advance. This is all they can do, as a fast-moving train attains such momentum that when running at maximum permissible speed on unrestricted track with the best braking power it requires at least from 1000 to 1250 feet to come to a stop.

GASOLINE IN TANK CARS.

The importance of living up fully to the rules governing the transportation of inflammable materials in tank cars is set forth graphically in a recent bulletin issued by A. E. Blood, district inspector, Bureau of Explosives, Los Angeles' writes Mr.

"There is no subject" writes Mr.

SAFETY—THE CENTER OF THE TARGET

By PHILIP MOSS
(Los Angeles Locomotive Store Dept.)

Be careful—be watchful—be mentally "alive." Look out for yourself, and when it comes to Safety—be your Brother's Keeper. "He that aids another strengthens more than one."

If you see a fellow workman or employee endangering himself or others by practices that are clearly careless and dangerous, don't hesitate—go after him. Make him understand the word DON'T. Get the habit like little Johnny who, when asked his name, replied "Johnny." Pressed for the rest of his name, he answered "Johnny Don't." That's the idea. Set an example of carefulness and responsibility, and apply the "Johnny Don't" slogan to anyone who is disposed to "take a chance."

Not all of us can be mechanics, but we can all be careful. The man who is careless is merely a child who doesn't understand that burned fingers are for him inevitable. He's a Johnny Don't and should be treated as such for his own protection.

Blood, "which is causing carriers more uneasiness at this time than the transportation of gasoline and other dangerous liquids in tank car lots.

"The importance of this subject lies in the fact that inflammable liquids have proven even more dangerous in transit than explosives. Such liquids have in the past caused greater property damage and more injuries and deaths on our railroads than explosives. For instance, during the years 1917-1918, the transportation of explosives and various munitions of war was the greatest in American history.

"A comparison of accidents which occurred in the two years, caused by these two commodities, and the relation of each to the total figures reported in all transportation accidents recorded by the Bureau of Explosives, is shown by the following significant table:

		1917	
	Explosives	Per cent	Inflammable Liquids Per cent
Total loss		1	33
Total injuries		1	41
Total deaths		0	100
		1918	
Total loss		2	69
Total injuries		4	58
Total deaths		6	94

"During a period of eight years from 1910 to 1917, gasoline alone caused more accidents on our railroads than all the explosives shipped.

"It caused eleven times as much damage, twenty times as many injuries and twenty-six times as many deaths as explosives.

"In 1918, under war conditions, gasoline took a property toll twenty-seven times greater than the loss by explosives, and caused twelve times

as many injuries and sixteen times as many deaths."

Mr. Blood's circular is impressive, and suggests a theme for discussion at division safety meetings.

AWARD OF SAFETY MEDALS.

In accordance with the custom of awarding medals to the six employees on each division and in the general shops who did the most towards furtherance of safety work as evidenced by safety suggestions made by them, medals will soon be awarded for the period October 1, 1918, to February 29, 1920, this covering the period of Federal control.

Basin of award will be as follows:

(1) For each practical suggestion involving a change in standard, new work, or which required actual labor to correct and which indicated thoughtful attention by employee, 15 credits.

(2) For each suggestion which in the opinion of superintendent warranted instructions to employees but not involving actual labor to correct and not previously covered by instructions, 10 credits.

(3) For each suggestion which in opinion of superintendent warranted instructions to employees and which had previously been covered by instructions but which did not involve actual physical labor, 5 credits.

(4) For each suggestion made but not adopted, 1 credit.

If you want to find good luck, look for it in the dictionary. If you want to create it, work.

EYE INJURIES STILL MAINTAIN LEAD

Casualty Analysis Shows Where Need For Greater Care is Urgent

Causes of casualties to employees, on Southern Pacific Lines South of Ashland regardless of time of disability, for the month of January are shown in the following statement:

Cause of Casualties—	Number	Per cent of Total
Eye injuries (regardless of cause)	56	10.49
Struck by falling objects	55	10.31
Self-inflicted injury with tools	40	7.49
Struck by flying objects or particles	36	6.74
Unclassified	36	6.74
Handling railroad materials	32	5.99
Fingers pinched	24	4.49
Explosions of gas and other materials and burns	23	4.32
Attending machinery while in motion	22	4.12
Falling off cars and engines	20	3.74
Use of jacks and air tools	20	3.74
Hand and motor car accidents	18	3.37
Handling non-railroad materials	17	3.18
Falling over removable objects	16	3.00
Silver or nail in hand	14	2.62
Cuts (miscellaneous causes)	13	2.43
Falling from structures, ladders, etc.	12	2.25
Rough handling or sudden stop of train	12	2.25
Falling off moving cars and engines	10	1.87
Foot slipped	8	1.50
Use of tools in hands of other persons	8	1.50
Falling into pits, holes and off elevators	7	1.31
Getting on or off moving cars or engines	6	1.12
Derailments	5	.94
Handling ice	5	.94
Falling over fixed appearances	4	.75
Unspecified machinery accidents	3	.56
Nail or spike in foot	3	.56
Climbing over, under and between cars	3	.56
Coupling and uncoupling cars	2	.37
Cars not into clear	1	.19
Struck by materials falling from trains	1	.19
Struck by engines or cars	1	.19
Slipping on snow or ice	1	.19
Total	534	100.00

Compared with a total of 544 in January, 1919, a decrease of 10 casualties. Casualties reportable to the Interstate Commerce Commission for January, 1920, show that six employees killed and six less employees injured, compared with January, 1919, are follows:

	Employees Killed	Employees Injured	Total Casualties
January, 1919	168	193	361
January, 1920	2	182	184
Decrease	3	6	9

This shows a decrease of 60 per cent in the number of employees killed and of 3.2 per cent in the number of employees injured in January, 1920, compared with January, 1919.

During the sixteen months existence of the Safety Organization for which complete reports have been received there has been a reduction every month in the number of casualties reportable to the Interstate Commerce Commission compared with corresponding month of previous year. The total reduction in casualties reportable to the Interstate Commerce Commission for the year 1919 was 326, or an average reduction of 27 per month. For the year 1919 the total reduction in casualties regardless of time disability compared with the year 1918 was 1668, or an average reduction of 139 per month. The Safety Organization was established October 1, 1918, and it is now not only competing against its own record but beating it, and the only way of keeping this up is by exercising great care and proper supervision. Every effort should be made to eliminate unsafe conditions and practices and everybody should exercise his best endeavor to that end.

THE RAILROAD CROSSING.

We overheard a conversation the other day in which the subject of driving across a railroad track in the face of an advancing train was discussed. Various suggestions were made as to the things the driver ought to do. He should put on the gas; he should "go into second, etc." It did not seem to occur to any of the experts that there was still another course of conduct that might be taken at a railroad crossing. That is, for the driver to wait until the train has passed and thereby much time and trouble is often saved as well as a lot of annoyance for the railroad company which rightly objects to having its right of way littered with pieces of automobiles, other vehicles, bits of horses and the human anatomy.

Herein is a consideration which should be shown the railroads which are to be concerned not only the right of way on their own trass, but are to be reasonably protected against having the territorial right of way messed up by foreign debris. The only persons we know of who would be injured as a result of such precaution are deliberation on the part of drivers would be the undertakers.

About 1500 people were killed in this country at railroad crossings last year. Most of them were in automobiles. Some didn't look and others didn't listen and many tried to be brave at the crossings and took only second money.

Men waste hours and try to hoard seconds. A fellow will loaf all day and then risk his life in his hurry to cross a congested street or race across a track ahead of a train to save a part of a minute. It is a poor kind of thrift.

What's the hurry. It is better to get there late than not at all. Everybody knows this, of course, for the headline that tells of a family wiped out at a crossing has become a commonplace of the day's news.

"Stop, Look, Listen!" is the classic among snappy slogans. Everybody knows it by heart but nearly everybody forgets it when he needs it the most.—Phoenix "Republican."

TOM CALLAHAN.

Tom Callahan got a job on the section working for a railroad. The superintendent told him to go along the line looking for washouts. "And don't be as long-winded in your next reports as you were in the past," said the superintendent; "just report the condition of the roadbed as you find it, and don't use a lot of needless words that are not to the point. Write like a business letter, not like a love letter." Tom proceeded on his tour of inspection and when he reached the river, he wrote to the superintendent: "Sir—Where the railroad was the river is."—Exchange.

W. R. SCOTT LEAVES FOR NEW
OFFICE.

Forty-two Safety Committee meet.

Usually the substitute who answers the phone takes care of the inquiry satisfactorily.

IS YOUR NAME HERE?

She—Why don't you get your mother to chaperone you?—"The Widow."

HELPFUL HINT.

She—Why don't you get your mother to chaperone you?—"The Widow."

NEW TELEGRAPH SERVICE WORKS OUT WELL.

The re-classification of our telegraph service, as undertaken recently, is working out very advantageously according to E. L. King, superintendent of telegraph.

Until March 1, telegrams as a general rule were transmitted over our wires in the order of their filing time, the exceptions being pink messages and those marked "rush." This led to congestion of our circuits between 10 a. m. and 12:30 p. m. and between 3 p. m. and evening, with a slack period at midday and at night.

A new telegraph blank, upon which the urgency of the message may be indicated, permits more effective use of our wires by distributing the load more evenly. Under the new system telegrams may be "pinked," as at present or labeled "preferred," "day" or "night."

Preferred messages of an urgent nature to be given prompt service to destination.

Day messages of less urgent nature to be transmitted after pink and preferred business, to reach destination before the close of the business day.

Night messages to be transmitted some time during the night, but in time to reach destination for the opening of the business day. (Time may be written and filed in telegraph office at any time during day or night.)

"This is not to be construed," explains Superintendent King, "as inviting any unnecessary use of telegraph wires, the use of which must continue to be curtailed as much as possible. It has particular reference to matter that is of sufficient urgency to move by telegraph, either immediately or within a reasonable period. Users of the wires are requested to mark a cross opposite the class of service desired and in the space designated."

"Pending the receipt of these blanks, and while exhausting the present supply of old blanks, the purpose of this change can be best carried out by writing the words 'Preferred,' 'Day' or 'Night' upon the blanks used."

It is worthy of note in this connection that the idea of a deferred service, now used by all commercial companies to great advantage originated with Mr. Fred Mahl, director of purchases for the Southern Pacific Company, some years ago. Recognizing the value of evening up the volume of traffic on the railroad telegraph lines he was accustomed to mark ordinary messages "deferred" with a rubber stamp, and from this the idea grew and instead of having facilities overloaded during rush hours and idle during the night the load is distributed. It is also helpful to telegraphers and congested circuits in being able to distinguish urgent from less important business.

The present further classification is being pioneered by the Southern Pa-

RAILROAD FACTS.

More than a million men and women are owners of stocks and bonds of the railway of this nation, and 5,000,000 other families are indirectly interested through the investment of their money by savings banks, insurance companies and so on; 25,000,000 of our people are financially interested in the American railways. The capitalization of railroads here and abroad:

Germany (socialized), capitalization per mile.....	\$120,355
France (socialized), 5,600 miles capitalization per mile.....	155,000
Italy (socialized), capitalization per mile.....	158,185
Belgium (socialized), capitalization per mile.....	192,770
Austria (socialized), capitalized per mile.....	122,054
Switzerland (socialized), capitalization per mile.....	116,692
Russia (socialized), capitalization per mile.....	84,299
United States (private), capitalization per mile.....	66,000
Freight rates the year before the war, a year of normal conditions:	
Rates per ton per mile.....	Cents
Germany.....	1.37
France.....	1.31
Russia.....	.94
Belgium.....	1.13
Switzerland.....	2.55
Austria.....	1.51
United States.....	.72

SPRING.

The poppies bloom on verdant hills;
The meadowlark in rapture trills;
The pessimist forgets his ills;
While women folk get out their frills;
'Tis Spring!

Each boy demands a baseball bat;
Each girl requests an Easter hat;
And mother starts to clean the flat
Exiling father and the cat;
'Tis Spring!

The young man's fancy turns to love;
With candied sweets and dainty glove
He woos his own, his turtle dove
Whose eyes are like the stars above;
'Tis Spring!

The cattle move through pasture bars;
The housewife buys more mason jars;
And all things grow 'neath sun and stars,
Including wild appeals for cars;
'Tis Spring!

cific and Traffic Committee No. 6 of the American Railway Association will present the matter at its next meeting with the recommendation that it be adopted by all roads.

Maintenance and Operating Departments.

H. J. Temple, general superintendent, Empalme, Sonora.

J. B. Finley, assistant general superintendent, Empalme, Sonora.

J. D. Matthews, engineer, maintenance of way, Empalme, Sonora.

M. J. Kingsbury, superintendent, Empalme, Sonora.

J. A. Small, superintendent, Naco, Sonora.

R. Castaneda, superintendent, Guadalupe, Jalisco.

V. W. Bennett, superintendent, Mazatlan, Sinaloa.

Dr. E. C. Houle, chief surgeon, Empalme, Sonora.

Atlantic Steamship Lines.

C. W. Jungen, manager, Pier 49, N. R., New York.

S. Ira Cooper, assistant manager, Pier 49, N. R., New York.

A. S. Hebble, superintendent engineer, Pier 49, N. R., New York.

B. C. Bartholomew, treasurer, Pier 49, N. R., New York.

M. Kerr, auditor, Pier 49, N. R., New York.

G. W. von Osthoff, purchasing agent, Pier 49, N. R., New York.

H. Heinze, commissary, Pier 48, N. R., New York.

E. H. Patton, agent, Pier 49, N. R., New York.

G. A. Swain, terminal superintendent, Pier 51, N. R., New York.

E. E. Lambertson, assistant manager, New Orleans, La.

H. M. Wilkins, general agent, Galveston.

A. E. Woodell, general agent, Havana, Cuba.

Traffic Department.

New York-New Orleans-Galveston Lines.

Wm. Simmons, general freight and passenger agent, New York.

C. M. Evans, assistant freight and passenger agent, New York.

New Orleans-Havana Line.

Charles S. Fay, general freight agent, New Orleans.

J. T. Monroe, general passenger agent, New Orleans.

PREFERRED COASTING.

An officer on board a warship was drilling his men.

"I want every man to lie on his back, put his legs in the air, and move them as if he were riding a bicycle," he explained. "Now commence."

After a short effort, one of the men stopped.

"Why did you stop, Murphy?" asked the officer.

"If ye please, sir," was the answer, "O'm coasting."

—Kodak Park Bulletin.

THE REAL COMMANDER.

"I understand Lamb commands a good salary."

"No, he only earns it. Mrs. L. commands it."—The Home Sector (New York).

(Continued from Page 4)

turesque trips in Oregon. It crosses the Coast Mountains, and during the latter part of trip parallels the ocean beach and bay for several miles. There are three distinct groups of beaches, the Neah-Kah-Nie and Manzanita Beaches between Nehalem Bay and Neah-Kah-Nie Mountain. The Garibaldi Beaches, along the railroad between Nehalem and Tillamook bays, and Bay Ocean situated south of Tillamook Bay. Comfortable hotels, rooming houses, tent cities and camping facilities are located along these beaches.

The Yaquina Line (Albany to Yaquina) extends to Yaquina Bay, where connection is made with Newport, Oregon's old favorite seaside resort. Newport is situated on Yaquina Bay, one-half mile from the Pacific Ocean. Nye Beach, center of surf bathing, is ideally situated and has a long sloping sandy beach. Nearby are warm salt water bathing pavilions and salt water baths. Newport is well provided with commodious hotels, rooming houses and camping facilities.

The Coos Bay Line (Eugene to Coos Bay) has opened a wonderful vacation land. The route for several miles runs along the Siuslaw River, the picturesque shores of Lake Tiltcoos and Lake Tahkenitch, also along the sea shore and Coos Bay to North Bend and Marshfield. West Lake on Lake Tiltcoos is an attractive summer resort of much promise. Lakeside on Ten Mile Lake is another well patronized resort. Excellent hotel and camping facilities are provided. Camp life is ideal. Hunting and fishing have no limit outside of the game law.

Crater Lake, 5 miles from Medford, Ore., is a lake in a vast crater of an extinct volcano. Excellent automobile stage service is provided during the open season, July 1st to October 1st. Crater Lake Lodge, a large and splendid 64-room hostelry situated on the crater's rim, provides the best of accommodations for visitors. Tents are also available.

During last season the visitors to Crater Lake numbered 15,074; automobiles numbered 4,318.

Josephine County Caves—Oregon's Marble Halls—located 37 miles from Grants Pass in the heart of the Siskiyou Mountains. An automobile stage operates from Grants Pass to William Camp, 28 miles from which point mountain trail leads to the caverns nine miles farther. Accommodations are available at Williams Camp.

Three Sisters and McKenzie River country lay east of Eugene. Automobile stage operates from Eugene to the McKenzie bridge, 55 miles, at which point excellent hotel and camping accommodations are provided.

At this point one may secure the services of expert guides and pack

outfits for a trip to the big game country. Fishing and hunting is of the best along the McKenzie River.

Hotel, accommodations are provided at several points—Vida, 30 miles from Eugene; Cook's Inn, 40 miles from Eugene, and Blue River, 45 miles from Eugene. At McKenzie bridge is located the Log Cabin Hotel, open from May to November.

The Mount Jefferson country is reached from Detroit, the terminus of branch line extending east from Albany.

Breitenbush Hot Springs is a favorite camping place; game and fish are within easy reach. Mount Jefferson called Oregon's Matterhorn, because of it being so difficult to climb, provides mountain climbing adventures to those desiring the more strenuous kind of out-of-door life.

NEW INDUSTRY TRACKS SHOW VALLEY'S GROWTH.

By THEO. FINKBOHNER
(Superintendent's Office, Stockton Division)

A review of traffic possibilities in the San Joaquin Valley indicate both improvement in the handling of products and a great increase in all lines of farm produce. High prices have both stimulated production and developed more economical and practical methods of marketing same. This is reflected in the application for industrial track service.

At the present time there are under construction or projected industrial spur tracks to serve eleven fruit sheds, three dehydrating plants, three canneries, three creameries, one wholesale grocery, one flour and feed mill, one foundry, two concrete pipe factories, one brick clay loading plant, one sand and kaolin plant, one road construction material plant and one complete industrial layout to serve a new townsite being established by the State Land Settlement Board at Delhi.

GENERAL FOREMAN CLARK AT TUCSON DIES.

Thomas O. Clark, general foreman of the Southern Pacific Tucson car shops, and an employee of this company for 37 years, died March 9th at the age of 66 years, leaving hundreds of friends and associates who take his demise as a personal loss.

Mr. Clark entered the service September 1, 1883, as a car-repairer at Deming, N. M. He was transferred to Lordsburg March 1, 1888. Two years later he became general foreman of the Tucson car shops, which position he held to the last. He had been away from his desk only a few weeks when death overtook him.

Mr. Clark was a councilman at Tucson, one of the board of directors of

MODERATE INCREASE IN HOSPITAL DUES.

Payroll deductions because of hospital dues are now being made as follows:

Employees receiving under \$85 per month.....	\$0.50
Employees receiving \$85 and under \$125.....	.65
Employees receiving \$125 and over.....	.75

(Oil Field employees are separately classified.)

Dr. F. K. Ainsworth, chief surgeon and manager of the Hospital Department, explains that a moderate increase in dues became necessary by reason of the enormous increase in cost of everything required in the operation of our Hospital Department and the demand of the surgeons all over the system for "compensation" that is at least approximately commensurate with the amount and quality of service we render."

BRIDGE BUILDERS BUSY ON PORTLAND DIVISION.

By H. M. LULL,
(Superintendent's Office, Portland Div.)

During 1919, nine bridge spans on the Portland Division were renewed, four with steel and five with timber; 4460 feet of pile and frame bent trestle was replaced and, in addition, renewal of deck was completed on 7160 lineal feet of trestle.

During 1919 and the first two months of 1920, this division completed the filling of twenty-eight trestles having a total length of 8780 lineal feet and requiring approximately 550,000 cubic yards of filling material. The filling of these trestles required construction of 890 feet of pipe culvert and 1960 feet of concrete arch varying from three feet to ten feet in diameter.

The Bridge and Building Department on the Portland Division is not worrying as yet about running out of work as there still remains approximately forty-four miles of timber bridges and trestles.

REVISED EDITIONS READY.

New editions of Southern Pacific "Wayside Notes," covering "Sunset Route," "Ogden Route" and "Shasta Route," recently revised by the Advertising Department, are just off the press. Copies can be obtained by addressing Chas. S. Fee, passenger traffic manager, 65 Market Street, San Francisco.

St. Mary's Hospital, a director in Tucson National Bank, and a charter member of the Knights of Columbus in Tucson.



Of Special Interest to Agents

THE CORRECT USE OF OUR TARIFFS

Timely Suggestions by Southern Inspector on Value of Quoting Rates Properly

By O. L. DONALDSON
(Tariff Inspector, Southern District)

It has been well said that common carriers have nothing to sell but transportation. Aside from a few services incidental to transportation this is very true. Accordingly it falls to the lot of all of us to see that the very highest quality of transportation service is furnished by our company.

Agents and rate clerks are usually the first point of contact with prospective patrons. Right here the opportunities for salesmanship of the highest order. Business is sensitive and usually follows channels of lowest cost, yet courtesy and a comprehensive grasp of detail on the part of agents and rate clerks will frequently secure a passenger or a carload in the face of a slight rate discrepancy. As a reminder to some of the older men in the service and information to the younger a few observations along this line may be found helpful.

New tariffs and supplements should be carefully studied, noting particularly the reference marks to footnotes, minimum carload freights, etc. Read carefully the application clause of the tariff and construe the wording literally. Do not read into it a meaning not expressed. More care and skill are given to wording these important clauses now than in times past. Be on the lookout for changes affecting business at your station and when changing conditions bring about an unfavorable rate adjustment by all means write your general freight agent a note—he may be in touch with it and may not. Better risk losing a little stationery than a carload of hogs.

By being familiar with your tariffs you can frequently advise the cancellation of some obsolete commodity rates, thereby relieving the rate sheets of unnecessary matter. Frequent requests are received for foreign line rates. Do not hesitate to ask the general freight office for these by wire if urgent, mailgram otherwise. Always state whether it is a prospective or completed shipment. If a completed one give bill lading date. This precaution will often avoid receiving a cancelled rate, as current rates are always furnished unless otherwise re-

quested. It is well to keep a memorandum of these rates as a matter of information, but they are not trustworthy for revision purposes after a week or so.

In quoting rates keep in mind the advantage to the patron in using our line and avoid emphasizing any unfavorable condition that may exist. The following one-sided telephone conversation was recently overheard in a freight office:

Question—The rate on beans carload from A to B is 49 cents a hundred pounds. Minimum 36,000 pounds.

Question—Yes, it is a little high, but you see it is a class rate. There is no commodity rate on beans to B.

Question—Yes, you will have to take it up with the general freight agent.

Of course, I am sure the above did not occur on Southern Pacific Lines, but am also quite sure that the general freight agent had an opportunity to start a file on a rate reduction in beans.

INCOMPLETE ADDRESSES CAUSE DELAY.

H. P. Thrall, Mail Traffic Manager and Service Inspector, quotes the American Railroad Association's following circular:

"The Post Office Department has called attention to the very large amount of mail received from railroads going to cities which is not completely addressed by reason of failure to include the street number as a part of the address.

"The greater part of such mail is seriously delayed while post office clerks ascertain the complete address, the Post Office Department correctly holding that this is no part of the business of the Postal Service.

"Therefore, it is the recommendation of the Committee on Railroad Business Mail, approved by the Gen-

IMPROVING.

R. G. Fagan, assistant freight claim agent, has distributed to all agents and others interested, a circular letter and statement analyzing O. S. & T. reports received by him during the year 1919 as compared with the year previous.

Perhaps the most impressive feature of the report is the showing reflecting a decrease of 45,961 reports over 1918.

"Notwithstanding this reduction," observes Mr. Fagan, "when we consider that we still had 215,772 in cases of over, short, or damaged freight during a period of 365 days, the opportunity and need for improvement is apparent."

The attention of agents generally is directed to the fact that while most stations showed a decrease in errors over 1918, the Southern Pacific nevertheless was penalized last year for loss and damage of freight to the extent of \$1,750,730. In other words, out of every hundred dollars the company earned, we refunded in the way of claim settlements 1.55 per cent. Our bill for damages last year exceeded that of 1918 by \$756,555, though the records show that we were more careful. This apparent contradiction is accounted for by the increase in values and by the payment of old claims.

Analysis of Mr. Fagan's report shows that there was a decrease in local short freight of 42 per cent; a decrease in errors located to Divisions of 21 per cent; a decrease in damage of local L. C. L. freight of 11 per cent; an increase in L. C. L. revenue of 15 per cent.

It would therefore appear from the fact that we earned more revenue and damaged and lost less freight that we are on the right track. The improvement should continue. No opportunity should be lost to reduce claim expenses. If each employee concerned in the handling of freight will personally endeavor to cut down this wastage, the desired result is as good as accomplished.

Who daunties love shall beggars prove.

eral Committee, that all members issue explicit instructions to employees that the street and number be included as a part of the address on all mail going to cities having letter carrier service, in so far as it is practicable to ascertain such complete address."

INFORMATION ITEMS ON PASSENGER TRAFFIC.

The attention is called to the following items of information furnished by the Passenger Traffic Department:

Name of Union Pacific System station formerly known as Yellowstone, Mont., at the west entrance of Yellowstone National Park, has been officially changed to West Yellowstone.

A passenger agency has been opened at Mapleton, Ore., on the Coos Bay branch.

The Denver office of the Southern Pacific Lines is now located in rooms 315-316 Denham Building, Eighteenth and California Streets.

In routing tickets over the Santa Fe lines, agents should be very careful to furnish separate coupons for each line or division, viz., A. T. & S. F. R. R. (CL), A. T. & S. F. R. R., G. C. & S. F. R. R., P. & S. F. R. R., S. F. & P. R. R. Outside of California

the junctions with these lines are Albuquerque, N. M., Amarillo, Tex., Ash Fork, Ariz., Parker, Ariz., Purcell, Okla., Sweetwater, Tex., and Texico, N. M. If tickets are routed via Santa Fe to or from an eastern point through Denver, two coupons are necessary, one Albuquerque to Denver and one Denver east, or vice versa.

The Consolidated Ticket Office, Western Line, 129 West Jackson Street, Chicago, will be continued from March 1 by the following Lines: Atchison, Topeka and Santa Fe, Chicago and Alton, Chicago, Burlington and Quincy, Chicago Great Western, Chicago, Milwaukee and St. Paul, Chicago, Rock Island and Pacific.

For sleeping car reservations address the line on which space is desired as follows:

A. T. & S. F., C. C. Garvey, ticket agent, Chicago.

C. & A., C. R. Davidson, A. G. P. A., Chicago.

C. B. & Q., J. R. Van Dyke, ticket agent, Chicago.

C. G. W., H. C. Hilbourne, general agent, Chicago.

C. M. & St. P., C. L. Keith, ticket agent, Chicago.

C. R. I. & P., L. H. McCormick, general agent, Chicago.

Effective March 1, 1920, the unification of facilities at Beaumont were discontinued and G. C. & S. F. R. R. trains now enter and depart from G. C. & S. F. R. R. station at that point instead of T. & N. O. R. R. station. This will necessitate a transfer in ticketing passengers and checking baggage from T. & N. O. to G. C. & S. F. at Beaumont.

The C. & N. W. advise that when Overland Limited train No. 2 is late in arriving at Omaha that they will arrange to hold their train No. 202, scheduled to leave Omaha at 9:15 p. m. for St. Paul and Minneapolis, one hour for connection with either section of No. 2.

WHY HE GOT HIS PROMOTION.

A certain agent was being discussed for an important promotion. Question developed as to his executive qualifications. Without warning a number of officials descended on the agent and inspected the premises over which he had jurisdiction. They found: Stationery stock arranged in numerical order in proper cabinets and the latter free of newspapers, magazines, clothing and miscellaneous rubbish.

Waiting room clean and well dusted.

No cobwebs on transom windows, electric lights or on outside of station windows.

Battery cases clean and all material on bottom shelf with fresh paper on shelf.

Oil trays orderly and well arranged, small cans on top shelf, larger cans at bottom, clean granite in bottom of tray.

Regular supply of lanterns hanging over oil tray and globes clean.

Bulletin boards free of obsolete posters, and all display matter neatly arranged as per instructions.

Agent's certificate displayed over ticket window.

Station dressing rooms clean and odorless.

Stove well polished.

Premises reflecting the interest and care of the man in charge.

He got the new job.

TICKET RECEIPTS WILL SAVE ANNOYANCE.

To avoid expense, inconvenience and annoyance to our patrons taking side trips, employees should have in their possession the receipts required by Section 5, Local and Joint Tariff 30-3. Stopover Regulations.

General Baggage Agent E. F. Carson explains the importance of the matter:

"Whenever side-trip tickets are sold under this tariff a receipt showing full data should be given so that agent where baggage is held may properly waive storage and cancel storage check. Where passengers hold through tickets, in which side-trip coupons are included, the baggage agent should give passengers a memorandum showing full record of tickets held.

"Without such receipts storage charges on baggage cannot be waived, and our patrons are put to considerable trouble and unnecessary expense, as frequently it is impossible to locate the record of transportation to permit refunds."

He that hath a trade hath an estate.

SHOE LOST AND FOUND; FRIEND GAINED.

So small an object as a woman's shoe may be the means of cementing life-long friendship between a railroad and a patron, as witness: Mr. William T. Van Decar, president of a nationally known concern, recently made the trip from San Francisco to Los Angeles accompanied by his wife. On arrival at their hotel they missed a handbag from their luggage. Appeal was made to Stationmaster W. A. Douglas at Third Street station. The stationmaster discovered the bag had been carried off the train by a gentleman, who mistook it for his own and did not discover the error until on opening the bag he saw a pair of women's tan hiking shoes. The bag was promptly forwarded to the Van Decars, who expressed their appreciation.

Later a letter came to Stationmaster Douglas from Mr. Van Decar at Yakima, Wash., saying that his wife missed the shoe and that she thought she had left it in the sleeping car coming up from Los Angeles.

Stationmaster Douglas promptly wrote as follows:

"I am sending to you by express today, one brown ground gripper shoe. This shoe was delivered to us by the gentleman who, through error, carried your handbag off the train. He informs me that when he opened the bag he found the shoe all right and he did not discover the fact until after you had left for home. We have been keeping it until we should hear from you.

"I am sorry, sir, that you and Mrs. Van Decar have been put to this trouble, and I hope that the next time you travel over the lines of the Southern Pacific Company that nothing of like nature may occur to mar the pleasure of your trip."

And the busy man of affairs sat down and wrote in reply:

"I received your very nice letter a day or two ago and today the shoe came in good shape.

"I want to thank you for your kindness in our behalf, but I want you to know we appreciate the sentiment and the courteous manner in which it was expressed more than anything else.

"If at this stage of the world's affairs we could only have people in general understand that by having a little patience and consideration for the other fellow, all would be adjusted, we would be cured of most of our ills."

Now everybody is happy. Moral: Stick to Southern Pacific service.

APPOINTMENT.

O. M. Barlow, roadmaster of the Hazen District, Salt Lake Division, has been assigned also to the position of trainmaster, with jurisdiction Westwood to Berkeley and Hazen to Fallon. Headquarters, Susanville, Cal.

Today

Listen to the Salutation of the Dawn:
Look to this Day, for it is Life, the
very Life of Life. In its brief course
lie all the verities and realities of your
existence.

The Bliss of Growth
The Glory of Action
The Splendor of Beauty

For yesterday is already a dream and
tomorrow is only a vision; but today
well-lived makes every yesterday a
dream of happiness and every tomorrow
a vision of hope.

Look well therefore to this Day—
Such is the Salutation of the Dawn.

—Sanskrit.